



The

Manufacturing Confectioner

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PIONEER SPECIALIZED PUBLICATION FOR CONFECTIONERY MANUFACTURERS



How Barton's Candy Stores
Are Designed for Sales
and Handling Customers.



How to Manufacture Cream
Candies: A Superintendent
Tells Methods, Formulae.



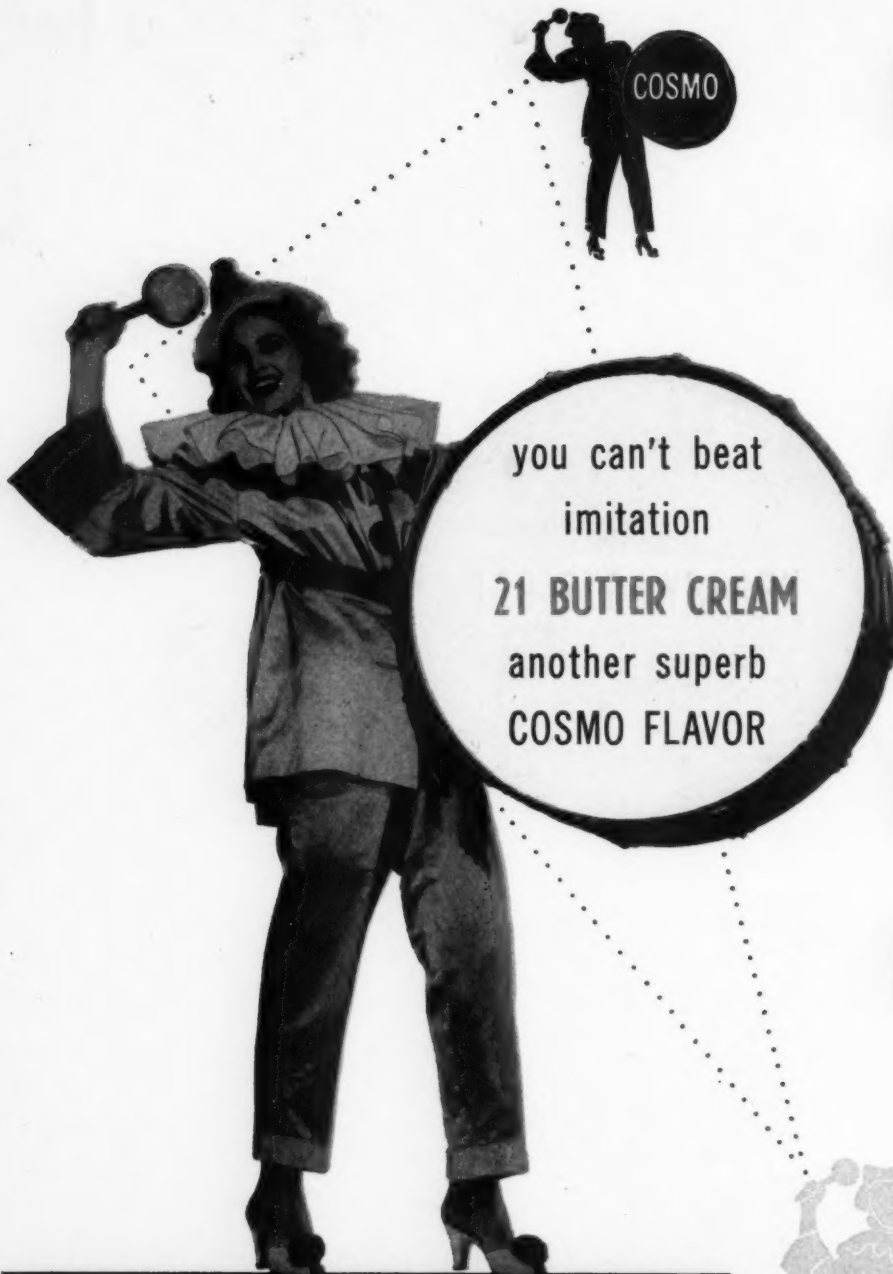
How Good Wage Incentive
Plans Can Boost Output
in Today's Candy Plant.

JANUARY
1948

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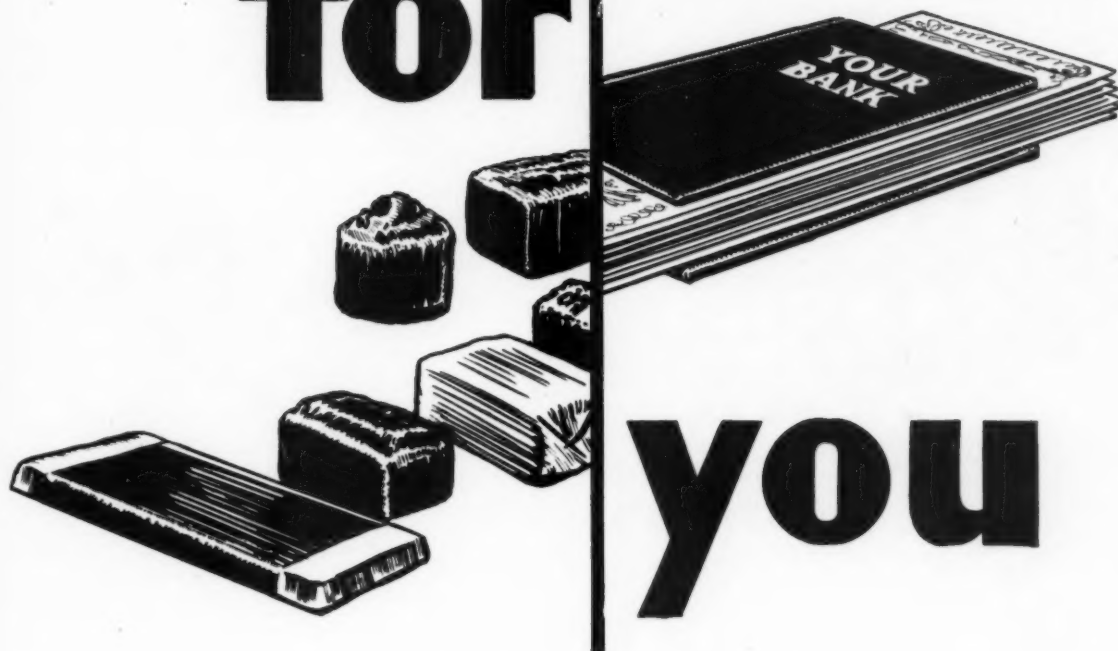
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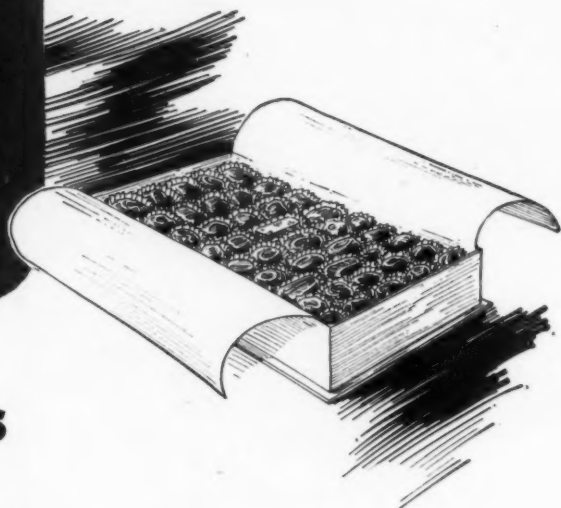
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The Manufacturing Confectioner

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JANUARY, 1948

Vol. XXVIII

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Cover: Facade of Barton's Attractive 42nd Street Store in New York



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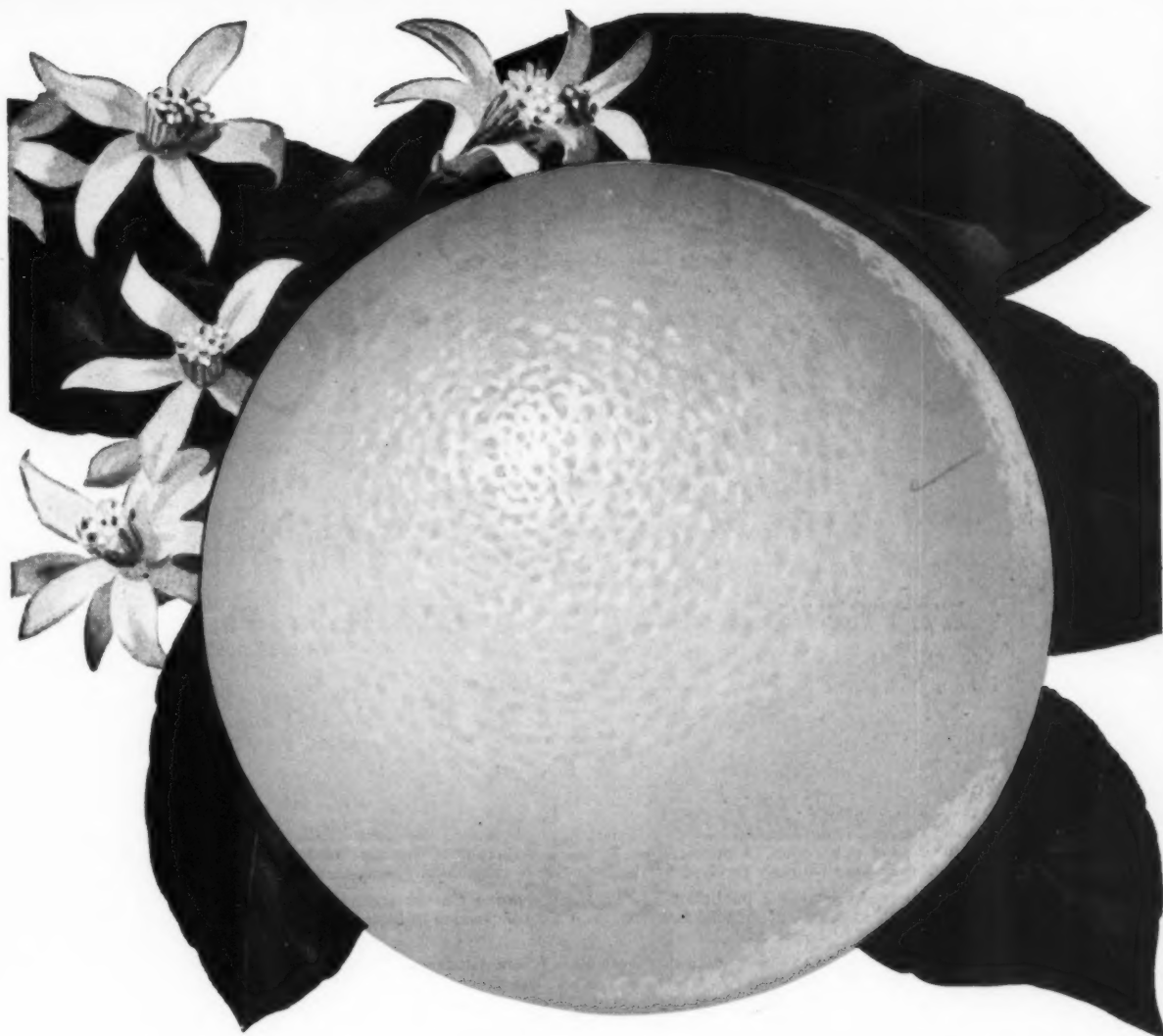
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CONFECTIONERY ANALYSIS and COMPOSITION

By
STROUD JORDAN, M.S., Ph.D.
and
KATHERYN E. LANGWILL, M.S., Ph.D.

\$3.50

The first two volumes of "Confectionery Studies" by Dr. Jordan, have acquainted the confectioner with everyday problems and with standards in effect at the date of publication. A practical and technical evaluation of chocolate products then followed entitled "Chocolate Evaluation". These three books were willingly received by the industry as valuable additions to the technical literature available.

This book, the fourth in the series, is being published by *The Manufacturing Confectioner*. Confectionery studies have been continued and this volume concerns itself, first with applicable data that cover the composition of basic raw materials as well as that of the finished confections in which they have been employed.

In assembling this volume reference is made to applicable methods. Where satisfactory methods of analysis are of general knowledge they are incorporated by reference. All specially developed methods and procedures are incorporated in detail.

Where reconstruction of formulas from analytical data is considered, we are dealing with a relatively unexplored field. Many basic assumptions have been made before actual formula reconstruction has taken place. The second part of this volume is used to consider the several confection groupings into which most confection types generally fall and full discussion of each follows. See Chapter Headings below.

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Sugars (Ch. 3)
Starches (Ch. 4)
Proteins (Ch. 5)
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BOOK SECTION

The MANUFACTURING CONFECTIONER

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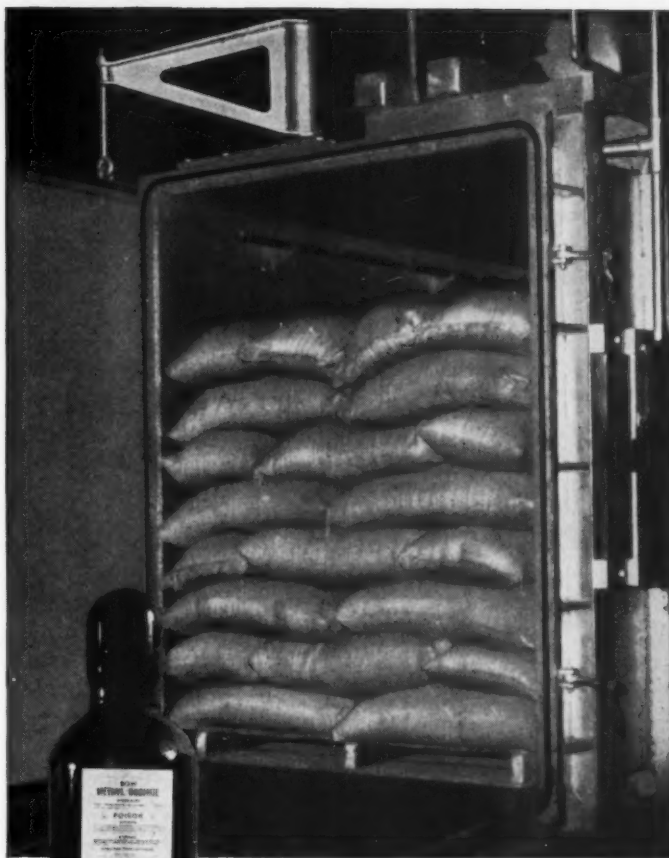
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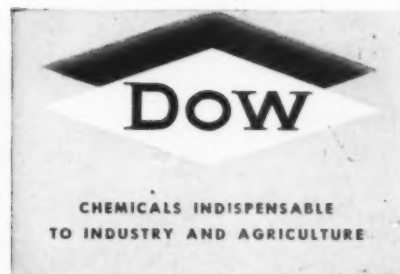
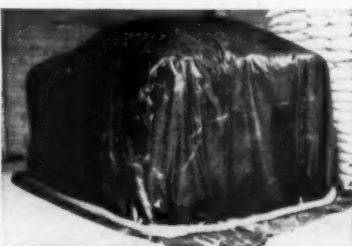


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TO SELL CONFECTIONERS The Manufacturing Confectioner

TO SELL JOBBERS Candy Merchandising

6 Issues a Year



EDITORIAL CONTENT—with the single editorial purpose of serving candy production executives, this magazine is able to devote its **entire** content to articles on candy production methods, ingredients, machinery, management and packaging.

For 26 years, **The Manufacturing Confectioner** has been recognized as "the Technical Magazine of the confectionery industry." It has led in the volume of pages devoted strictly to production techniques and research. It publishes "planned series articles" focused on current manufacturing problems. It renders creative services to readers, such as "The Candy Clinic," "The Packaging Clinic," and its "Letters" columns. Thus this magazine contributes to confectionery progress.

● **READER INTEREST**—is a natural outcome of publishing facts that **help make profits**. Every phase of candy making is well covered, from giant production to "The Retail Manufacturers, (a department for the small scale operator.) Every issue is so balanced that at least one article serves the executive responsible for each candy plant function. Therefore **penetration** to all buying points is assured.



MARKET COVERAGE—2003 copies of **The Manufacturing Confectioner** penetrate 1673 worthwhile candy plants. Total net paid (ABC) circulation is 2,615 with 76% concentrated in candy plants.

SUPPLEMENTS

CANDY PACKAGING—is reprinted in individual magazine form from the "Candy Packaging" and "Merchandising" sections in **The Manufacturing Confectioner**. It is issued quarterly to a picked list of men in the big plants whose special interest is packaging. Advertisers in the February, May, August and November issues of **The Manufacturing Confectioner** appear in the supplement without extra charge.

CANDY EQUIPMENT PREVIEW—is a department appearing in the January, April, July and October issues of **The Manufacturing Confectioner**. Reprinted as an individual supplement, including the advertising of machinery and equipment in those issues, it is sent to selected plant engineers and machinery buyers in the large factories. The "Preview" is constructive publishing on candy machinery and wins exactly the right reader interest to support machinery advertising.

THE BLUE BOOK

A Directory used by manufacturing confectioners. (Cloth bound).

This useful volume gives listings of every kind of ingredient, machinery for manufacture, and packaging material used in candy production; together with the names of supply firms serving the industry. Its 160 pages of listings and advertising provide the manufacturer with an indispensable source-reference book which he will use every day.

For Jobbers and Wholesalers—This digest sized magazine is designed to help candy manufacturers strengthen relations with volume candy buyers. Jobber-Manufacturer relations have never been so important, nor the need for goodwill and understanding so great.

● **MARKETS REACHED**—10,000 copies of "C.M." have controlled, free distribution to Candy, Drug, Grocery and Tobacco Jobbers, Department and Chain Store Buyers and other case lot buyers. Through these wholesale channels 86% of all candy is sold.

● **EDITORIAL CONTENT**—Modern in format, and dedicated exclusively to the merchandising problems of the jobbers who normally handle \$500,000,000 worth of Candy, **Candy Merchandising** has a sound, four-point editorial program which insures reader interest: (1) candy facts, (2) merchandising methods, and (3) seasonal trends. The Directory issue gives full (4) where-to-buy information.

THE CANDY BUYERS' DIRECTORY—is the December issue of **Candy Merchandising**. It contains lists of wholesale manufacturers, classified by 50 or more types of candies. It is the only published source of "where to-buy-candy" information. For 15 years 10,000 candy jobbers and volume buyers have depended upon this "who's who" of the candy industry.



THE MANUFACTURING CONFECTIONER PUBLISHING CO.

Publisher: Prudence W. Allured,
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THE MANUFACTURING CONFECTIONER

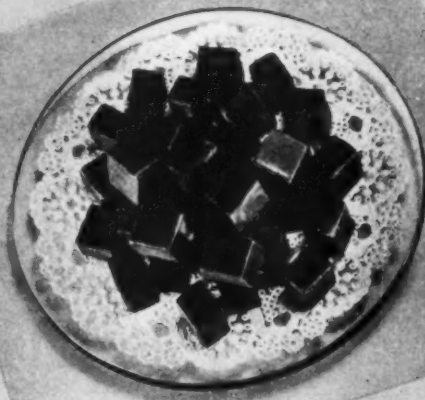
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But the buyer's market is back again. Which means adequate advertising schedules are vitally important to reach your market, to support your product, and to help your salesmen.

Candy Merchandising's **SELL-ective C.C.A.** circulation reaches 10,000 volume buyers of candy, is the largest in the field, will help sell your market. Streamlined, digest-sized, "C.M." will direct your sales message to the right people economically, efficiently. Reservations for next issue until January 25.

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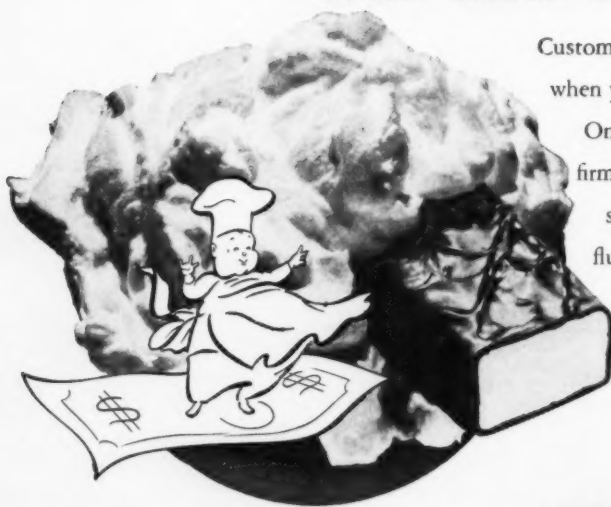
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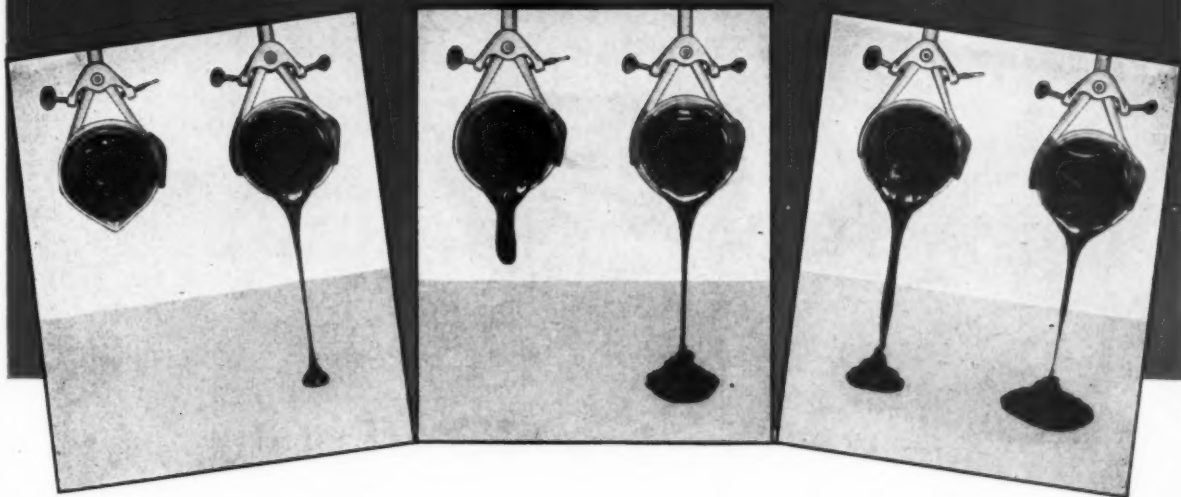
Only high-grade, spring-laid eggs are used to give you this firm-bodied, quality albumen. It dissolves instantly without soaking . . . *without clumping*. Whips up quickly into fluffy clouds that retain their body for fast, easy mixing.

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KRIST-O-KLEER helps candies stay fresh until they are consumed. Because KRIST-O-KLEER retains moisture upon exposure to air and low humidity.

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At Your Finger Tips

Technical INFORMATION

For Every Candy Library

A good candy library will effectively answer ever-occurring technical questions with instant, complete satisfaction. Let the experts work for you. Turn their knowledge into greater profits for your firm. The books listed here are carefully selected to help make your candy library an authoritative, finger-tip source of profit-making, time-saving technical information.

- 1—**Chemical Formulary, Volume VII**
Edited by H. Bennett, F.A.I.C.\$7.00
- 2—**The Trade-Mark Act of 1946**
By Harry A. Toulmin, Jr.\$5.00
- 3—**Confectionery Analysis and Composition**
By Dr. Stroud Jordan and Dr. K. E. Langwill ..\$3.50
- 4—**Glycerine**
By Georgia Leffingwell, Ph.D. and Milton A. Lesser, B. S.\$5.00
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A Word About

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New Look

With this issue, THE MANUFACTURING CONFECTIONER comes to you with certain changes in format.

You will find that the editorial content has not been changed, but that the manner in which it is presented has been. We think that these changes will make the magazine even more readable than it has been in the past. We believe that you will agree with us.

For 26 years THE MANUFACTURING CONFECTIONER has strived to serve the people who produce candy. Our constant yearly growth, both in subscribers and in size of issues, leads us to believe that we are succeeding in that job.

You can judge the excellence of editorial content by studying the 1947 Editorial Index which appeared in our December issue—an index listing more really worth-while articles than we have ever published before in one year.

You may be interested to know that since 1941 our circulation has increased by more than 160 per cent.

Our "new look" is our way of saying "Thanks" for the confidence you have shown in us and of promising you, our subscribers and advertisers, that, as long as the magazine is published, we will always be trying to improve it and our services to the industry.

We hope you like our "new look." And if you have any comments or suggestions to make, we would appreciate hearing from you.

P. W. Allured

PUBLISHER

THE MANUFACTURING CONFECTIONER

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BOOKLETS and REPRINTS

Reprints are available of a number of articles which have appeared in **THE MANUFACTURING CONFECTIONER**. They compose a large portion of the current literature of the Industry. Many manufacturers find them suitable to accompany sales messages and also to add to their library of information on the candy and chocolate industries. Stamps or coins accepted.

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Modern Design in Barton's Stores

by Julietta Kahn

BARTON'S, WHICH EVIDENCES its continental origin in its "bonbonniere" sub-title, recently opened its sixteenth store in New York's metropolitan area. The factory where chocolates in the Viennese manner are now being made at 80 De Kalb Avenue, Brooklyn, is to be enlarged to accommodate a retail business which in hardly more than seven years, has grown from a batch of recipes and \$50 to a string of stores and a good-sized factory equipped to blanket Manhattan, Brooklyn, and the Bronx.

When Stephen Klein escaped from Vienna and Hitler's clutches in 1938, he had only his Swiss and Viennese candy-making art to bring to this country. His Austrian chocolate business had been wiped out, and Hitler permitted only \$50 to be taken out of the country. His first impression, of New York, he says, was of a city

without chocolates. In Vienna, the "bonbon" shops dotted every corner, much as drug-stores do here.

In the Horatio Alger manner, Mr. Klein started out with a couple of pounds of home-made truffles, "krunches," and long-stemmed rum cherries, and found ready customers in New York's famous garment district. Before many weeks had passed he was selling 30 pounds a day. By the time his five brothers joined him in this country, each with wide European candy experience behind him, Stephen Klein was ready. With a carefully amassed "capital"—consisting of \$125 earned since he had struck these shores—Stephen Klein had approached a friend diffidently and asked him for space in one of his stores on upper Broadway, in a well-to-do residential section, as an outlet for the candies he was still making without a factory. The friend, willing to help a "landsmann" in need, complied. At Stephen Klein's still more diffident suggestion, he remodeled his store in the manner which made Vienna produce "chocolate soldiers"—and business rolled in.

Today, the Kleins have their own factory. As soon as restrictions lessened, they expanded their business—building and opening three new stores this year, and introducing with each one a new variety of chocolates, the latest being square mints "in the Viennese manner."

The Klein brothers are not only good candy-makers but they are shrewd merchandisers. They have, moreover, picked up the excellent advertising trick of keeping their name—carefully chosen from New York's mammoth telephone book—before the public. Each of the three new stores, designed by Morris Lapidus, well known store architect, is built around the theme of the Barton trademarked magenta and white interlocking squares, which appear on every package, and the yellow wrapping paper, striped with aluminum. Both are well known now to millions of New Yorkers and the throng of commuters who pour in by Pennsylvania station, the Grand Central station, and the Cortlandt Street ferries, near which strategic points Barton's shops are now offering de luxe chocolates at a moderate price.

The pattern which Mr. Lapidus set down in the East 42nd Street store—a stone's throw from the Grand Cen-



BARTON'S new 42nd Street store (shown above) is a typical example of the chain of modern retail stores being built by Stephen Klein (left) in New York City. The design used on Barton's wrapping paper has been made the basic design for all the stores: the background pattern is used to decorate walls and ceilings, and the Barton label is used as the store-sign. (Photographs reproduced here are used through the courtesy of Morris Lapidus, architect.)

tral Station—is one which hereafter will mark the design of all the new stores, and in part, the new factory, under construction in back of Barton's present one. The plant is designed to be a model for candy factories through the country.

Barton's does not confine itself to "Main Street" locations; but even the newest residential shop in a comparatively modest neighborhood at 13th Avenue in Brooklyn, has a stamp which marks it as one of the highly stylized chain for which the 42nd Street store has taken the lead.

"When Barton's began to think in terms of more than the garment district, the Klein brothers resolved to have a box and a wrapping paper that could be readily recognized on the street and serve as an advertising medium, in addition to a simple memory-sticking trademark. Both paper and labels have been cleverly used as the design motif for the fronts of their three new stores—although the newest, at Cortlandt and Church Street, has more space than any of the others; is located on a corner which attracts commuters from 20 Jersey towns; and outshines in space and pretensions the nine in Manhattan, the five in Brooklyn, and the one in the Bronx.

The yellow—which verges on a chartreuse—of the wrapping paper with its silver-like stripe, is used in each instance in a furled form which seems to float from the interior of the store, making a striking front, regardless of how many more expensive—and expensive—buildings surround it.

The yellow wrapping paper with its silvery stripes, in addition, forms the motif of the walls, ceiling, and the facade above all-glass fronts, with the magenta and cream colored shipping label set in yellow Venetian enamel terrazo, striped with aluminum, to form the distinctive sign. An exact replica of this sign also ap-

INTERIOR VIEW of Barton's 42nd Street store (below) shows the unusual Lucite wall displays which fit into the abstract design used throughout the store.



pears in the pavement in front of the door—and on the box itself.

The stores, modernistic in design, feature lucite in abstract forms in the wall display boxes, used for the first time in this manner, according to Mr. Lapidus. These are set against a neutral gray background with magenta lines to form a counterpart of abstract patterns. Mirrors and wall panels in gray add depth to the stores and serve as background for the display of the Barton labels, and the magenta glass bands, dotted with white circles, the distinguishing mark of the Barton store doors.

In the Cortlandt Street store—a step from the Hudson Tubes and the Hudson River ferries—a 24 x 52 foot building with a mezzanine for stock, is styled for peak service. The store is virtually all glass; with walls on the exterior from floor to ceiling of transparent glass broken by only one column which is sheathed in yellow and aluminum (the color of the Barton wrapping paper) and by three "eye-height" showcases on the Church Street side. These appear to be suspended in mid-air against the glass wall and enable the hurrying commuter to select his merchandise before he enters the store.

The interior carries out the idea of streamlined, quick shopping, geared for speedy service. The long wall in the store against which candy will be sold is pierced by a number of circular openings outlined in cold cathode lighting. Backs of these circles are concave in form and will be used for candy displays. The color scheme throughout is in the tones of the wrapping paper used by the entire chain: chartreuse yellow, magenta, and silver.

In each store there is an important parcel post division, because Barton's expects a wide mail order business, especially in its "commuter" stores. The parcel post department, of the Cortlandt Street store located as in the others, at the rear of the store, is made important to customers by the highlighting of a large map of the United States, engraved in clear plexiglass. Behind the map will be set a continuous display of candies and merchandise, which can be sent to all parts of the country.

In this store a unique display feature, is the exotic "tree of tropic fruits," which seems to grow out of the wall with its many branches reaching up into the ceiling. Festooned during the opening, just prior to Thanksgiving, with turkeys, candies, and colored leaves suggestive of the season, it will bloom throughout the year with a variety of the most exotic candies and candy-filled toys that can be secured, to serve as a yellow-chartreuse reminder of gift possibilities.

Lighting throughout is by means of large louvred circles set in the ceiling, with cold cathodes behind them—plus lights which hang down directly over the candy counters and spotlights which pick out the exotic fruits of the yellow tree.

After seven years the Klein brothers are producing more than a million pounds annually in their air-conditioned factory. Deliveries are made daily in air-cooled trucks to their shops. Over 100 different candies are listed in the Barton line—packaged individually and in assortments. Each is available in two kinds of chocolate, the milk and the bitter. Among the favorites is a long-stemmed, rum maraschino cherry retailing at five cents, Truffles are seven cents each (for a two-inch bar) or \$1.19 per pound. These are of milk and bitter-sweet chocolate blended to a tongue-melting consistency. In the nuts, the Kleins feature pecans, hazel nuts, or cashews, joined together with caramel, the nut clusters embedded in bitter-sweet chocolate.

Uses of Fondant for Cream Centers: How to Manufacture Cream Candies

by WALTER L. RICHMOND

Plant Superintendent, D. Goldenberg, Inc., Philadelphia

FONDANT, COMPOSED OF MICROSCOPIC GRAINS or crystals of sugar (sucrose) and liquids, is the basic ingredient of cream candies. In this fondant, each microscopic crystal is surrounded by liquid. The correct blending of the sugar crystals and liquids assures us of a fondant that has a proper texture and one free of fermentation.

When sugar (sucrose) is boiled with an excessive amount of water or with acids or cream of tartar added, a part of the sugar crystals are changed to invert sugar (dextrose and levulose), which contains a large percentage of the needed liquids that partially govern the texture and keeping quality of fondant creams.

Cooking Methods

The fondant used in the following formulae may be made on Ball type beater, dough mixer, cylinder beater, or continuous cooker, unless Ball type beater is specified.

Fondant may be cooked on open fire, continuous cooker, steam kettle, or vacuum cookers. When using Simplex Vacuum cooker, cook batch 9-10 degrees lower than for open kettle cook. Close vacuum kettle and draw 15 inch vacuum; from this point, vacuum four to five minutes. Pull as much vacuum as possible—25 inches or more (at sea level). This procedure may be varied to suit your requirements as to coolness of batch before creaming up. *The longer the vacuum is pulled, the lower the cooking temperature should be.*

When using Simplex Vacuum Cooker, Model D-7 with high dome that will develop 29 inches or more of vacuum, the makers of the Simplex cooker recommend cooking to 229°-231° F., depending upon the consistency desired. Vacuum six to eight minutes or more, cooling the batch to 100°-110° F.

For smooth cream centers, be sure fondant syrup is well cooled before creaming up. On cylinder beater, feed only enough syrup to insure a good body to fondant. For fondant to be used in cheaper grade creams, faster feeding of syrup is satisfactory. It also can be run at a higher temperature.

Inversion of Sugar

Water: It is important that the amounts of water specified are used. Too much water will prolong the cooking. Prolonged cooking inverts part of the sugar, and fondants will be tough. There are on the market prepared invert sugars which, when cooked in the batch, do away with the need of other inverting agents (doctors, grain killers). But, as stated previously, these formulae are a combination of the old and new and have proven their worth for many years. For this reason, invert sugar is omitted entirely, or invert and other doctors are combined in some formulae.

Composition of Cream Candies

Chocolate-coated creams are composed of fondant with other added ingredients; such as, egg whip or frappe, with or without a

CAST GRAIN WORK

200 lbs. standard or medium granulated sugar
9 gal. water
100 lbs. corn syrup
Cook to 252 degrees. When batch has stopped boiling add
25 lbs. fondant (80 per cent sugar; 20 per cent corn syrup.
Cook 246 degrees)
Color and flavor to suit requirements.
Mix until fondant is fully incorporated into the batch and batch has a cloudy appearance. Cast into starch, using French cream moulds. When cool shake out and use with a mixture of assorted candies.

REMARKS:

Cast grain work is often used in cheaper grade assortments to replace crystallized French creams. Grain work has some sparkle to it, especially if cast into rubber mats instead of into starch moulds. The goods do not have a soft creamy body to them, but are satisfactory for use in cheap mixtures.

UNSATISFACTORY RESULTS:

See section on this in accompanying article.

LOVE DROPS

Part 1

FONDANT:

195 lbs. sugar
105 lbs. corn syrup
9 gal. water

Cook to 242 degrees. Run fondant on cylinder beater. Cool to 125 degrees before creaming up. Let fondant set in cream tubs until fully creamed. Place fondant in remelt mixing kettle. Add

Part 2

BOB:

120 lbs. sugar
5½ gal. water
80 lbs. corn syrup
Cook to 240 degrees.
Mix part 1 and part 2. Add
80 lbs. powdered starch
Mix and heat to 165-170 degrees.
Color and flavor to suit require-

ments. Cast into dry starch. Let set until hard. Shake out and pack uncrystallized.

REMARKS:

Love drops are sometimes used instead of grain work in the assortment mentioned in the previous formula. Cast in French cream molds. These drops were made when it was customary to use raw corn starch in candies. There are now on the market several flours, prepared starches, etc., that can be used as a filler instead of raw starch. These drops have a sugar content of approximately 54-1/3 per cent.

UNSATISFACTORY RESULTS:

See section on this in accompanying article.

THESE FORMULAE have been carefully selected and prepared by Mr. Richmond to accompany this article. Formulae on other types of candy will accompany following articles by Mr. Richmond each month.

Additional helpful articles by Mr. Richmond on the manufacture of cast chocolate coated creams, hand rolled creams, nougat, and on the use of milk products in the manufacture of fudge and caramel appear in the May, August, November, and December, 1947, issues of THE MANUFACTURING CONFECTIONER.

FLOWY BON BON CENTER NO. 1

25 lbs. fondant (80 per cent sugar—20 per cent corn syrup; cooked to 242 degrees)

Remelt to 160 degrees. Add

1 oz. invertase

1 oz. acid solution (1/2 oz. tartaric acid; 1/2 oz. water)

Cast into starch. As soon as centers set up, shake out and dip in bon bon coating at once.

REMARKS:

These centers will set up stiff in the starch and should be shaken out and dipped while they contain their maximum moisture content. After the centers are dipped in bon bon cream, they will gradually soften up and become flowy.

UNSATISFACTORY RESULTS:

See section on this in accompanying article.

CRYSTALLIZED BON BON COATING

80 lbs. sugar

4 gal. water

15 lbs. corn syrup

3 heaping teaspoons cream of tartar

liquid bob (a cooked sugar and corn syrup batch which is added to the fondant), flavors, fruits, etc.

The proper composition and proportions of fondant, invert sugar, bob, frappe, govern, to a certain extent, the texture of the finished cream centers. Invertase, prepared from yeast, when added to the batch, dissolves some of the sugar crystals and increases the density of the liquid content of the creams after they are dipped. All these formulae do not call for the addition of invertase, but are controlled by the formulae, the cooking temperature, and method of handling. The use of invertase certainly has its advantages and its use is recommended as a moisture control agent. Unless free moisture is controlled, fermentation will occur.

The secret of smooth chocolate-coated creams lies as much in the method of handling as in the formula used.

A few basic rules, if followed carefully, will help simplify the making of cream centers and you can be assured of a fine product.

Specifications Governing Production of Cream Centers

A smooth creamy center should not contain an excessive amount of moisture and must have a thin sugar shell that will hold the center in shape. After the centers are chocolate coated, this shell will dissolve and become as soft and smooth as the rest of the cream if correct amounts of inverting agents are used and the cooking temperature and handling method are correct.

Texture Created by Amounts of Sugar and Corn Syrup

Too much sugar in the fondant tends to shorten the finished creams. Too much corn syrup will toughen it. A larger percentage of sugar in the bob requires a smaller percentage of sugar in the fondant, when smoothness is desired. When the bob contains a large enough percentage of sugar, a part of this sugar tends to go to the outside of the centers and form the desired sugar shell or crust. When this correct percentage of sugar is used in the bob, the batch can be remelted at a low temperature, which assures a smooth texture.

NOTE: Some candy makers advise using only one type of fondant that contains a high sugar content and govern the texture of the centers by varying the amount of corn syrup used in the bob. This method has its disadvantages as well as its advantages. Overheating may occur when a formula calls for a large percentage of corn syrup in the bob. Excessive heating facilitates the ease with which the needed crystals will form. The sugar necessary to form a crust is extracted from the fondant, rather than from the bob. This excessive heating tends to bring out larger sugar crystals and will take away some of the smoothness in the finished cream.

In some types of creams this may be desirable, from a work simplification standpoint, but when a variety of different grade centers are desired and smoothness of texture is considered, a change in the fondant sugar content is called for.

Adding Water Is Dangerous

Adding water to batch to reduce the hardness or set is dangerous, as the finished piece will set up soft enough, but may contain a surplus of moisture. This surplus moisture may cause the centers to ferment after they are dipped, or cause a shrinkage in the bottoms of the dipped creams. This also can cause roughness.

As noted previously, invert, invertase, or proper cooking temperature give a better control.

Do not overheat kettle when remelting. Overheating kettle will melt the part of the batch next to it to a liquid and change the

texture of the batch entirely. The correct steam pressure for remelt kettles is 25 to 40 pounds.

Handling of Batch

After batch has reached its proper temperature, *shut off agitator at once*. Too much agitation, after proper mixing, will bring out too many sugar crystals in the batch and cause graininess and loss of moisture. Remelt kettle should be provided with a valve to drain off water and steam when batch has reached proper temperature.

Test remelt with dairy thermometer and double check by dipping palette knife in batch and stringing a small amount across a small square of tin or other metal. In a very few minutes, you can see if a crust has formed on this sample. If sample on tin has formed a crust, the batch will form a crust in the starch molds and give the desired shell; provided, moulding starch is properly conditioned.

Be sure moulding starch is free of tailings and *dry*. If starch contains too much moisture, the excess moisture will melt the sugar and not let a *sugar crust* form on center but will cause the creams to pick up a *starch crust*.

Do not overheat jacket of depositor, as the excessive heat will change the texture of the creams.

Temperature of Room, Centers, and Chocolate

Ideal temperature of starch room is 75-85 degrees F., with 50 per cent relative humidity. Temperature of centers for *hand dipping* should be 10-15 degrees under the temperature of the chocolate being used. Best results are obtained by tempering milk chocolate to 87 degrees, dark chocolate 89 degrees.

Crystallized French Creams

Crystallized French creams, when properly made, are still one of the most popular and largest selling candy items—when packed as French Creams or moulded into different shapes and used as mint wafers, or in an assortment containing jellies, cocoanut candies, etc.

Pride of workmanship should be displayed in the manner of making and packing French creams. A few double cast pieces with jelly top and cream bottom and a few hand painted creams (in rose and other flower shaped moulds) should be used to top off the pail of creams. Fill pail completely so that creams do not have room to shake around too much and thus spoil the appearance of the crystal.

In making an assortment of French creams and using one remelt kettle, start with darkest color and gradually work up to the lightest color and then reverse the procedure. Example: Chocolate, maple, pink, orange, yellow, white, white, yellow, orange, pink, maple, chocolate.

The successful manufacture of crystallized creams calls for a knowledge of operative methods of both the cream itself and the crystal coating which covers it. The manner in which the fondant is made as well as the set up of the bob and method of mixing have a direct bearing on the texture of the finished product. The creams are also affected by the type of crystal used and the manner in which it is applied.

The following formula is for a strong bodied crystallized French cream. The creams are rather low in sugar content when compared with formulae for other French creams.

Operation 1—Ingredients and cooking actions.

Operation 2—Mixing, casting, coating, etc.

Operation 3—Unsatisfactory results; cause and remedies.

Cook to 244 degrees. Run fondant on Ball type beater.
Cool to 110 degrees before creaming up

REMARKS:

This formula produces a short bon bon coating for crystallizing. Dip crystallized bon bon at a higher remelt temperature than used on uncrystallized bon bons. Crystallize in *night* crystal cooked to 33.3/4 degrees on Baume gauge. This coating combined with jam flavored centers makes a good bon bon for home made commercial package.

UNSATISFACTORY RESULTS:

See section on this in accompanying article.

DIRECT REMELT FRENCH CREAMS NO. 1

The majority of French Creams are made with a bob or syrup batch that is mixed with the fondant. A direct remelt method of producing French Creams is sometimes used. The following formula can be used successfully:

FONDANT:

80 lbs. medium or standard granulated sugar

20 lbs. corn syrup

2 oz. cream of tartar

3 gal. water

Cook to 244 degrees.

Cream up fondant. Remelt to 175-190 degrees. Add color and flavor to suit requirements. Cast into dry starch or cast into clean rubber mats that have been washed and still retain a small amount of moisture. When creams have fully set up, shake out and let remain in stock trays for 24 hours. Crystallize in usual manner, using a 35 degree Baume crystal for day work which gives the creams a heavy coating of crystal. For a finer crystal cook syrup to 33 3/4 degrees and let remain on goods overnight.

REMARKS:

These creams have a very good texture, but production methods are slowed down when the bob is omitted. Cream of tartar can be replaced with 10 lbs. invert sugar if desired.

UNSATISFACTORY RESULTS:

See section on this in accompanying article.

SOFT FRENCH CREAMS LARGE NO. 2

Part 1

FONDANT:

150 lbs. standard or medium granulated sugar

7 gal. water
Cook to 235 degrees. Add
60 lbs. corn syrup
Cook to 242-244 degrees (accord-
ing to weather). Run fondant
on Ball type, dough mixer, or
cylinder beater. Cool to 130 de-
grees before creaming up. Place
in mixing kettle.

Part 2

BOB:

100 lbs. sugar
5 gal. water
Cook to 234 degrees. Add above
fondant batch (part 1) and mix
well. Add
30 lbs. Frappe No. 1 (See Re-
marks)
Color and flavor to suit re-
quirements.
Mix and heat to 165 degrees. Cast
into dry starch using large
French cream molds. Next day
shake out and crystallize in cold
dry crystal cooked to 35 degrees
on Baume gauge.

REMARKS:

These creams have a fairly soft
texture and must have a high
cooked crystal to give them a
heavy crystal crust. The heavy
crystal gives the creams enough
body to withstand packing and
handling in 30-lb. pails. Sugar
content approximately 77 per
cent.

FRAPPE:

Use a commercial frappe contain-
ing 1 lb. egg albumen to 100
lbs. frappe.

UNSATISFACTORY RESULTS:

Section on this in accompanying
article.

FRENCH CREAMS NO. 4

Part 1

FONDANT:

100 lbs. standard or medium
Granulated sugar
4½ gal. water
Cook to 235 degrees. Add
40 lbs. corn syrup
Cook to 246 degrees. Run fondant
on Ball type, dough mixer, or
cylinder beater. Cool to 125
degrees before creaming up.
Place fondant in remelt mixing
kettle. Add

Part 2

BOB:

23 lbs. sugar
1 gal. water
3lbs. corn syrup
Cook to 236 degrees. Mix Part 1
and Part 2 and heat to 165-170
degrees. Add flavor and color
to suit requirements. Cast into
(Please turn to page 53)

Formula A

Fondant—(Part 1)

195 lbs. medium or standard granulated sugar
9 gal. water
105 lbs. corn syrup

Bob—(Part 2)

75 lbs. sugar
25 lbs. corn syrup
Cook to 244 degrees.

Egg Frappe—(Part 3)

33 lbs. frappe

Crystal Syrup—(Part 4)

Quantity sufficient

Procedure:

Cook sugar and water to 235 and add the corn syrup. Cook
to 248 degrees. Run fondant syrup into cooling tank. Cool to
approximately 130 degrees. Cream up in cylinder beater. Let
cream remain in cream tubs until fully creamed. Place Part 1 fon-
dant in warm steam mixing and remelting kettle. Add Part 2 bob.
Mix well and add Part 3 frappe. Add flavor and color to suit re-
quirements. Mix and heat to 165-175 degrees. Deposit in dry
starch. Let remain in starch overnight. Shake out of starch and let
remain in stock trays for several hours or preferably overnight. To
crystallize, place creams in crystal pans. If the tank method of
crystallizing creams is used, place creams in wire baskets. Cover
creams with crystal syrup, cooked to 33¾ degrees on a Baume gauge.
Let set overnight. Drain off syrup and allow creams to remain in
crystal pans or baskets for at least three hours before removing.
Remove creams from pans or baskets and place in stock trays until
dry (six to eight hours according to room condition). When thor-
oughly dry, pack as desired.

Operation 1—Ingredients and Cooking Actions

Sugar. The sugar and water are cooked to at least 235 degrees
before adding the corn syrup. This insures fast cooking time. The
longer the sugar is cooked the more the inversion rate increases.
Cook quickly to retain as much sugar strength (the power to form
crystals) as possible. This applies to the cooking of the sugar in the
bob as well as the fondant. The texture of the fondant in these
creams could be toughened by prolonged cooking or by the use of too
much water. Aside from its sweetening power and use as a crystal
coating, sugar is depended upon to furnish the correct texture to the
creams. The creams increase in tenderness and shortness as the
percentage of sugar used in their manufacture increases. These
commercial creams contain almost the minimum amount of sugar
required in cream making. Tenderness is sacrificed for low cost
and the firmness of body is furnished by the cooking and remelting
temperatures.

Corn Syrup: Along with the economy effected by replacing
some sugar with corn syrup, it is used to control crystallization and
furnish body to the creams. The larger the amounts used, the less
tender will be the texture of the creams.

Operation 2—Mixing, Casting, Coating, Etc.

Fondant containing a large percentage of corn syrup should
not be allowed to become too cool before creaming up. The size and
amount of sugar crystals formed in the creaming process increase in

(Please turn to page 53)



Candy Equipment

PREVIEW



THIS SECTION APPEARS QUARTERLY IN THE MANUFACTURING CONFECTIONER

Incentives in the Candy Plant

by LOUIS TARNOPOLL

THE PREVIOUS FOUR ARTICLES aimed to show that an increase in the productivity of labor and the plant may be achieved by introducing economies in handling equipment, space, time, and plant layout without speeding up labor. The aim of this article is again an increase in labor productivity, this time, however, by offering premiums for increased exertion.

Wage Plans

Broadly speaking, there are three types of wage plans in use in most industrial plants; (a) plans based on time worked, (b) plans based on production achieved, and (c) combination plans guaranteeing a minimum time wage, yet offering bonuses or premiums to induce labor to produce more, namely, incentive plans.

The Time Wage Plan

The first plan, which we will call the *Time Wage Plan*, is based on the principle of compensation of labor for actual time worked. Under this plan each category of labor gets an established hourly wage regardless of the fact that some categories of labor work harder than others or that even workers within the same grade may be slower or faster than others.

Suppose a cooling tunnel cools 80 bars of chocolate a minute, and these are hand-wrapped by eight girls getting 75 cents an hour each. It is clear that for various reasons each girl does not wrap each minute the same number of bars as every other girl. Yet each girl receives 1.25 cents for each minute on the assumption that she will wrap 10 bars, regardless of the fact that she may actually wrap only eight bars, while another will wrap 12 bars during the same time.

Obviously this plan is not exact, as labor is not paid in proportion to its exertion and usefulness to management. This results in a situation where the faster worker is punished and the slower rewarded. Then all girls slow down to an even pace with no incentive to increase production.

The Piece Rate Plan

This wage plan is based exclusively on the number of items produced by each worker in a standard unit of time. It is set up by counting the number of pieces a reliable worker will produce in an hour, dividing

the number produced into the hourly wage this worker is receiving, and setting this figure as the piece rate for producing this item. Thus, if a good worker fills 60 canisters with candy in an hour and is paid an hourly wage of 75 cents, the piece rate is then 1.25 cents per canister.

The piece rate system is generally disliked by labor. It invariably leads to speedup and, frequently based on the production rate of a fast worker, tends to be unfair to slow workers.

Very frequently also, when labor exerts itself and produces more, it finds management cutting the piece rates under the pretext that the rate was set too high in the first place, or that the hourly production was purposely made low.

Incentive Plans

To offset the disadvantages of the above plans, various incentive wage plans have been developed from time to time. In all cases, the main aim of these plans is to induce employees to exert themselves and to produce more, by offering incentives. Unlike the *Time Wage* and the *Piece Rate Plans* they aim to reward labor for greater productivity without, at the same time, punishing those who are slow and cannot reach established minima. Following are several of the outstanding forms of incentive plans.

The Halsey Plan

The *Halsey Incentive Plan* starts out with the premise that no employee, however slow, is to be penalized for being unable to reach the expected average production per day. Yet, the plan makes it possible for everyone to receive a premium for additional production above the set minimum. Accepting previous average production per man as a standard of minimum performance, the plan guarantees each employee his day's wages, but offers as a reward or bonus 25-50 per cent of the time saved.

Thus, the girls filling the canisters would be guaranteed the \$6 per day, whatever their daily production. If, instead of eight hours, each would fill 480 canisters in six hours, however, thereby saving two hours, they would receive a premium of 25-50 per cent of two hours; that is a half-hour or one hour bonus and thus get \$6.37 to \$6.75 for the day's work.

This plan is disliked by many workers who claim that

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they should receive 100 per cent credit for the time saved, instead of the 25-50 per cent.

The Rowan Plan

Not unlike the Halsey Plan, this plan guarantees each employee his daily wage and is based on past average performance as a standard, but the rate per hour varies with each employee, if a worker achieves a reduction in the set task time, however, he receives an equal percentage of increase in the hourly rate for the time taken. The premium is, therefore, a percentage of the time worked rather than the time saved, which is one of the features of the Halsey plan.

Thus, if an eight-hour task were done in six hours, the wages for the six-hour period would amount to $6 \times 75 + 2/8 \times 6 \times 75 = \5.62 and the wages for the day would amount to $\$5.62 + 2 \times 75 = \7.12 .

This plan is disliked by the workers, because the premium rate is reduced as production rises. If the above task were done in half the time, say, the wages for the day would amount only to $4 \times 75 + 4 \times 75 + 44/8 \times 4 \times 75 = \7.50 .

Unlike the above plans, based on past average performance there have evolved several scientific plans based on time study, on job evaluation, and on improved and standardized working conditions. Thus the *Taylor Differential Piece Rate Plan* paid higher rates if the job were done ahead of time and was based on thorough timing after each job was standardized. The *Gantt System*, similar to the Taylor Plan, also paid higher rates for work done ahead of time and under standard conditions. The day's wage was guaranteed to each employee, however, and the bonus, amounting to 20-50 per cent of the time it took to finish the task, was paid only to those well qualified and no others.

Besides various other plans there evolved also the *Emerson Efficiency Wage Plan*. Under this plan, time standards are set by time study following a job analysis similar to the Taylor and Gantt Systems. Day wages are guaranteed, but premium earnings begin to accumulate when the workers reach 67 per cent efficiency. The

premiums are small but reach 10 per cent of the time wages when the worker becomes 90 per cent efficient, and 20 per cent when he reaches standard. Above that point he receives all the time he saves and an additional 20 per cent for the time he works. The efficiency is computed by comparing the time it took the worker to complete the job with the standard time established by time studies. The bonus may be computed at the end of each day or week.

If in the above example the eight-hour task of 480 canisters is done in about nine hours, the efficiency is $8/9 =$ approximately 90 per cent. If done in seven hours the efficiency is $8/7 =$ approximately 110 per cent. In the first case her pay will be $8 \times 75 + 10$ per cent of $8 \times 75 = \$6.60$. In the second case her pay will be $8 \times 75 + 1 \times 75 + 20$ per cent $\times 75 = \$7.95$. Of all the incentive plans this is the most reasonable and likely to find favor in most industries.

Group Incentives

A special type of incentive plan is the *Group Bonus Plan*. Here the individual pay is dependent considerably upon group work, and is generally used where operations require several people to work together. The daily wage of each employee is guaranteed individually, but bonus earnings increase with greater production and amount generally to 100 per cent of the time saved. The plan works well with people who generally work together and form a team. The members of the group get their wages individually, but the premium is prorated on the basis of their weekly or daily wages.

The group bonus method is frequently popular with management, since it makes the group responsible for the quality and quantity of produced items and simplifies the clerical work. Only the final production is counted, the prorating being mere routine. It is also favored by labor, permitting as it does cooperation in the group to get out production and getting 100 per cent of the time saved. Where the premium is less than 100 per cent, the results are not altogether satisfactory.

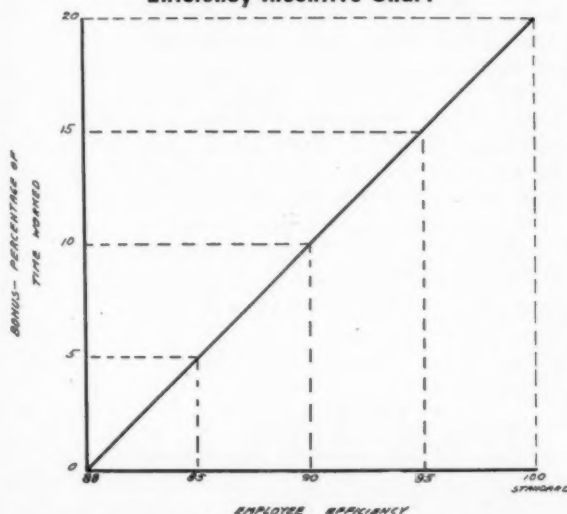
It is cautioned that the group be limited to as few individuals, as possible, generally not more than half a dozen. Where the group becomes too large, some members will tend to lay down and let the others do the work. Where the group is small, each member is watched by the others and there is greater cooperation.

Incentives in a Candy Plant

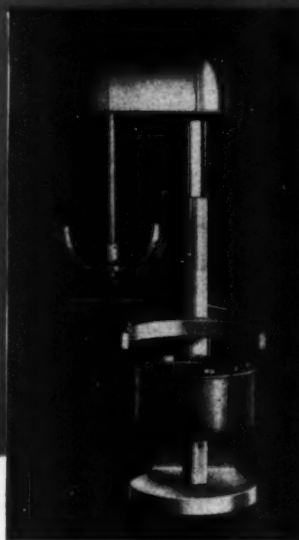
In trying to decide which of the above plans would be the most suitable for a plant manufacturing confectionery, several reservations will have to be made, mainly because: (a) certain operations are performed by groups making it difficult to set individual incentives; (b) certain other operations are controlled by the speed of various machines and processes, making the possibility of exceeding the machine production by means of incentives rather small; (c) still other operations are performed by individual workers on individual machines, making it possible to achieve a production rise by individual exertion. Thus attendants at melting kettles or mixers work together, yet receive different rates of pay; on the other hand girls wrapping bars by hand have the total production controlled by the speed of the coating machine and the cooling tunnel, whereas girls working with individual wrapping machines may yet increase production by individual exertion.

Obviously no single incentive method could be recommended for a confectionery plant, and different methods may have to be adopted for different operations. Workers on processing operations, that is, at mixers, kettles,

Efficiency-Incentive Chart

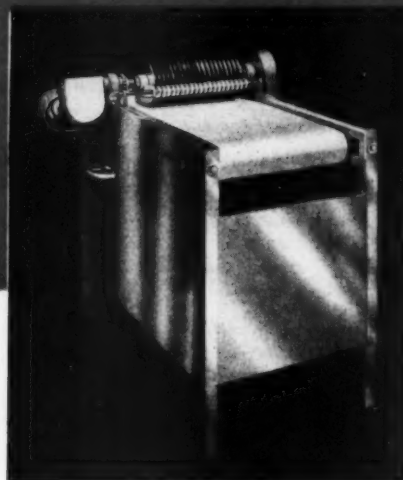
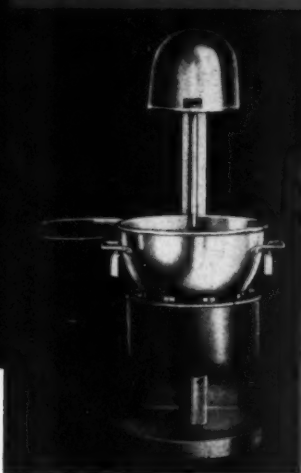


WAGES FORMULA: For below standard (100 on horizontal axis) worker: (hours worked \times hourly rate) + (percentage from chart \times hours worked \times hourly rate). For above standard worker: (hours worked \times hourly rate) + (hours saved \times hourly rate) + (20% hours worked \times hourly rate).



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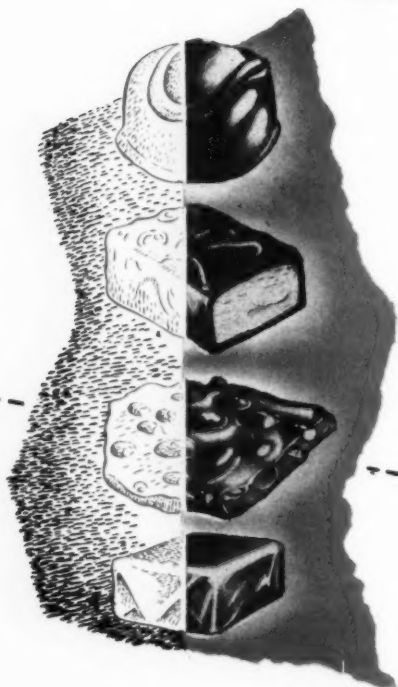
Specifications: 2 h.p. motor; 20" cutting head—20 circular knives; floor space: 33" x 48".



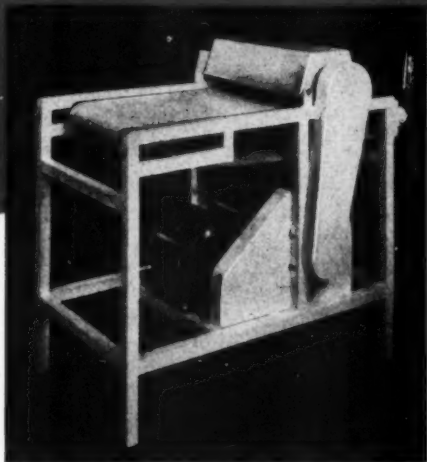
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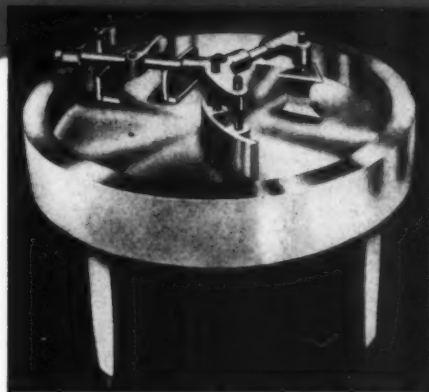


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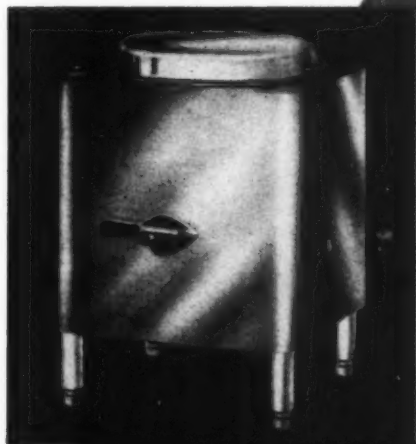
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etc. could be put on a group incentive basis; likewise packers in the shipping department, though different rates might be devised for each category. Hand wrappers working at the cooling tunnel might also be tried on a group incentive basis, when it would probably be found that fewer girls would be necessary and the remainder put to work elsewhere.

Job Evaluation and Classification

Many of the occupations, activities, or skills in a confectionery plant, though differing somewhat, may yet be similar in the demands upon the individual as to responsibility, skill, and experience requirements. Thus a plant employing, say, 100 girls engaged in 15 different tasks, may yet be classified under 10 categories or classifications, each completely different. Before setting up incentives in such a plant, it would therefore be advisable first to classify and evaluate all jobs, to bring them down to as few different classifications as possible.

Job classification is achieved by describing the job duties and requirements according to the following schedule:

Effort	Education and Experience
Skill	Equipment and Materials
Responsibility	Safety of Others
Working Conditions	Working Conditions
Physical and Mental Demand	Personal Safety

A given number of points is then assigned to each classification and then the point value of each job is prorated in terms of hourly wages. While the procedure is too lengthy for description in this article, it is sufficient to mention that once established for each job, such an evaluation permits a quicker and more scientific

approach to the setting up of incentives and the taking of time studies.

As each job is evaluated, it then becomes necessary to learn how long each job takes; what is the production speed of each machine, each mixer, enrober or cooling tunnel; how many minimum employees are necessary to feed and serve each machine.

Each operation is timed by means of a stop watch, say, 10 times; but in order to analyze it thoroughly and perhaps standardize it, each operation is broken down into its elements, and each element timed. For example, it is required to find out how long it takes to place 24 bars of candy into a carton. The breakdown into elements would be somewhat as follows:

Element 1.—Place carton on table.

2.—Grasp two handfuls of bars (6) and place in carton.

3.—Grasp two handfuls of bars (6) and place in carton.

4.—Grasp two handfuls of bars (6) and place in carton.

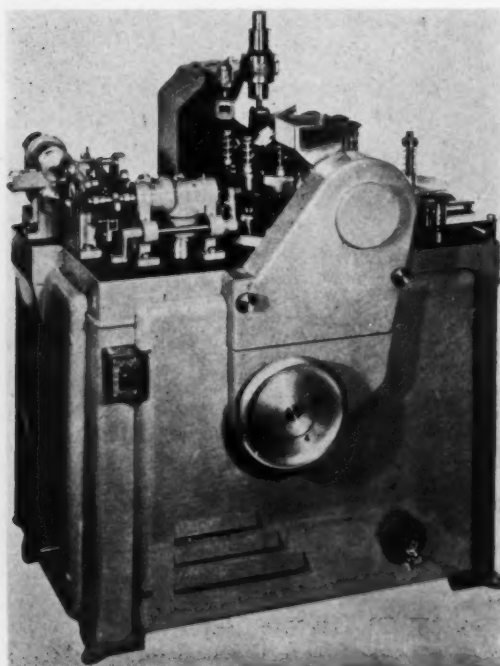
5.—Grasp two handfuls of bars (6) and place in carton.

6.—Close carton.

7.—Place carton in position to be sealed.

By studying each element, it is possible to catch any irregular timing or wilful faking and arrive at a minimum time for each operation.

After taking time studies of a representative worker, the time studies are "leveled" to find out in how long a time the timed operation could be performed by an average employee working under average conditions. This leveling is achieved by multiplying the observed



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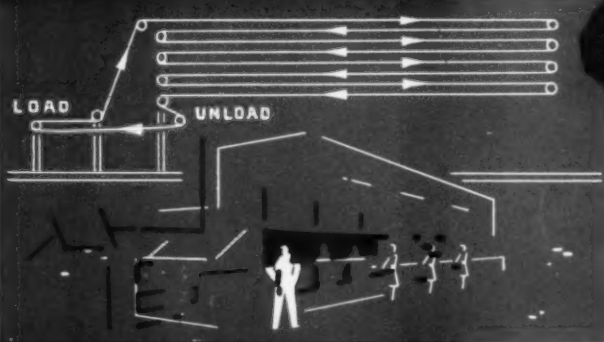
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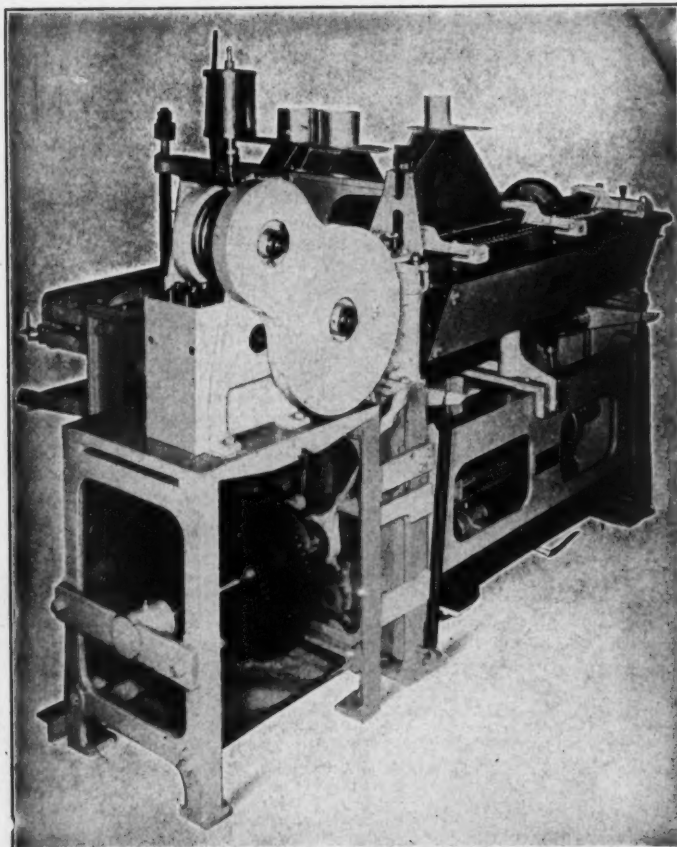
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time by a leveling factor, which takes into account the skill and consistency of the observed worker as well as the conditions under which the timing was done. To the result are also added percentage allowances for personal needs, starting and stopping and a fatigue factor to compensate for the production slow-down due to fatigue. The resulting figure is the standard time required to perform each operation. Knowing this time, it is easy to compute the standard hourly production per operation.

This standard hourly production is the gauge for computing each man's efficiency by comparing his actual production with the standard production. Establishing the efficiency of each man, we have the basis for setting up a scientific incentive plan that would increase production without speeding, and that would be fair to both management and labor.

Two incentive plans are then recommended for a confectionery plant. One would be a group plan, where operations are grouped and can not be separated conveniently. Another would be an individual plan for girls working individually.

Once each job is evaluated and weekly wages set, these wages should be guaranteed. As fast as the production standards are established, however, and the efficiency of each employee computed, an incentive might be offered, beginning when the employee's efficiency reaches 80 per cent. Not unlike the Emerson Plan, a small bonus in the form of a percentage of the time spent might be added from then on, increasing it to 20 per cent, when the standard is reached. After reaching the standard, the employee might get also a bonus of 20 per cent of the time worked plus all the time he saved. For varying efficiencies a table might be computed somewhat as shown in the accompanying chart.



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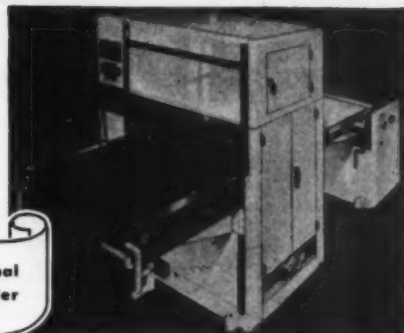
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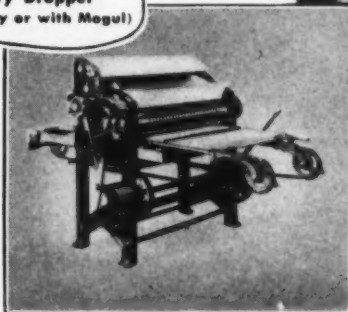
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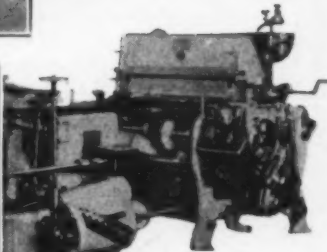
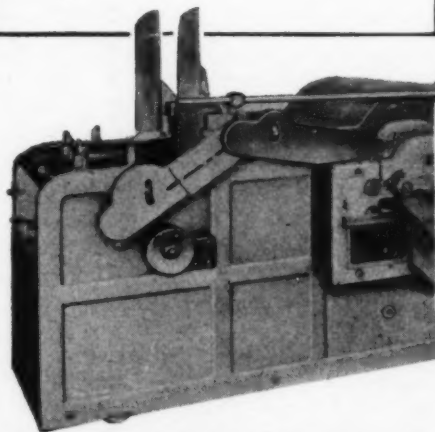
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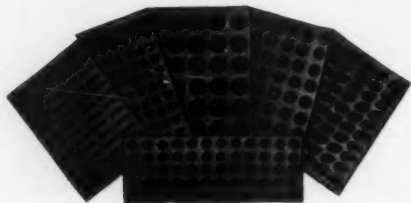
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All-Purpose Industrial Cleaner

This new detergent, it is claimed, will quickly clean, deodorize and disinfect utensils and equipment used in confectionery plants. It is said that it will easily remove chocolate drippings or cooked-on sugar or syrups yet will not corrode or otherwise harm metalware. Circle Code M1B48.

Horizontal Automatic Batch Roller

This machine is designed to perform the work of an experienced spinner. It is claimed that it will produce an accurate and constant rope of toffee or caramel which will result in maximum output from wrapping equipment. Can be used with Rose Eagle, R. A. F. and Triumph machines. Circle Code M1C48.

Automatic Tray Stacker

Designed for high speed stacking, this machine can be synchronized to any mogul speed. Handles metal or wood trays or both in sizes most commonly used. Circle Code M1D48.

Mint Puff Machine

Specially designed machine for the production of mints or mint puffs. Three sets of rollers, adjustable sizing, grooving and cutting. Available in 10,000 lbs. per day or 5000 lbs. per day models. Circle Code M1E48.

Vacuum Press for Tablets

This new machine which can produce pieces up to 3" in diameter compresses under vacuum pressure. A vacuum chamber surrounds the die table, the punches and the feeding device. It is claimed that this new method allows greater press speeds, savings in some materials and other advantages. Circle Code M1O47.

Metal Pallet with Nesting Ring

New all-metal pallet with nesting ring for use with power or hand truck. All welded construction and enamel finish. The standard pallets come in many sizes or can be built to meet specific requirements. Circle Code M1O47.

New Continuous Mixer

Designed to handle products ranging from bread dough to liquids, this new mixer ejects the completed

mix at a controlled rate of 5 to 1000 gallons per hour. Manufacturer claims that the machine requires little space and is easy to set-up and operate. Circle Code M1F48.

Improved Steam Hose

This "burst-proof" steam hose, it is claimed, does not harden as much after prolonged exposure to steam at high pressures. After exposure to steam pressures of 145 lbs. and 225 lbs. for prolonged periods, the tube and cover of the new hose showed more than 30 per cent improvement in the amount of original elongation retained. Circle Code M1G48.

Hard Candy Equipment

Designed to produce all types of hard spherical-shaped candies, this automatic machine has a capacity of 3000 to 10,000 lbs. Circle Code M1H48.

Cooling Tunnel Belts

These belts are treated to resist deterioration from heat, cold, moisture, grease, oil, stretch, shrinkage, and excessive wear. Can be supplied with 90 degree endless turntable belt. Circle Code M1J48.

New Humidity Indicator

This new, all-metal humidity indicator is easy to read and, it is claimed, provides readings of relative humidity accurate to within one per cent for general conditions. Slide rule calculator on face of instrument gives quick readings from settings of two thermometers with no calibration required. Circle Code M1K48.

Multiple Tier Conveyor

Designed for mass production of creams and bars, this multiple tier cooling conveyor is said to save space,

increase production and increase quality. Circle Code M1L48.

Vertical Transportation Service

Literature is offered describing this free vertical transportation engineering and planning service. Engineers from this company will study the requirements of any building or operation, new or old, and submit recommendations for all types of vertical transportation at no obligation. Circle Code M1M48.

Permanent Magnet Separators

Bulletin offered which describes installations of these magnetic separators used to remove tramp-iron or ferrous particles from free flowing materials or liquids. Circle Code M1OJ47.

Condensate Return System

Saving in fuel and increased production, it is claimed, are possible with this high pressure condensate return system. The temperature of the condensate when returned to the boiler is said to be almost the same as when it left thus providing a faster, hotter steam supply at the kettles. Circle Code M1OL47.

Circle Code Numbers and Mail Coupon for Literature on Any Item Discussed in This Section.

MI A48	MI B48	MI C48	MI D48
MI E48	MI F48	MI G48	MI H48
MI J48	MI K48	MI L48	MI M48
M10A47	M10C47	M10J47	M10L47

Name
Address

HUBBERT

Stainless Steel Steam Jacketed Kettles—Stationary or Tilting—with or without Agitators and Scrapers, Safety Valves, Draw Off Valves, etc. All Hubbert Kettle Shells are seamless, die drawn from one single sheet. Shells have no welds to crack, corrode, contaminate or leak.

Special Equipment To Your Design.



1. SEAMLESS SHELLS
2. SANITARY
3. EFFICIENT

Hubbert Kettles built to ASME & CANADIAN Codes.
Request certificates when ordering.

4. SUPER QUALITY
5. SAFE
6. DURABLE

Manufactured by:
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1311 South Ponca Street,
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Exclusive Distributor
Baking & Confectionery Industries:
VACUUM CANDY MACHINERY COMPANY
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—Stehling's— New Chocolate Mixers

Now Offers improved machines with 13,000 and 20,000 lb. capacities.

10 H.P. Chocolate Coating Mixer

25 H.P. Paste Mixer

Speed--- it replaces mixing kettles of only 2,000 lbs. capacity with a single unit of 13,000 or 20,000 lbs. capacity.

Performance--- it works out the coating—reduces the viscosity of the materials—stabilizes this viscosity with great speed—SPEED that saves time and cost.

Storage Capacity--- it provides steam-jacketed storage facilities, keeping the coating in liquid state until ready to be used.

WRITE FOR FULL DETAILS

Factory Representative

Mr. R. S. Hislop, 1517 Grange Ave., Racine, Wis.

CHAS. H. STEHLING CO.

1303 N. 4th St.

Milwaukee 12, Wis.

Sales at Record High

AN ALL-TIME HIGH in manufacturers' dollar sales of confectionery was reached in October, 1947, with dollar volume totaling \$88,401,000 reported by 279 firms, states J. C. Capt, Bureau of the Census director. This was 45 per cent over October, 1946, and 34 per cent over September, 1947. November, 1946, and September, 1947, were previous highs. Ten months' dollar sales for the 279 reporting firms totaled \$594,485,000. This was a gain of 39 per cent over the like period in 1946. (*Dollar sales of all manufacturers, for the first nine months of 1947, as reported on page 86 of the December issue of THE MANUFACTURING CONFECTIONER, are estimated at \$620,000,000. This is a 38 per cent gain over the first nine months of 1946.—Ed.*)

Dollar sales increases over October, 1946, were reported by all types of manufacturers as follows: manufacturer-wholesalers and chocolate manufacturers 47 and 43 per cent, respectively; manufacturer-retailers 6 per cent. Manufacturer-wholesalers gained 42 per cent and manufacturer-retailers gained 24 per cent in October, 1947, as compared with September. Chocolate manufacturers gained 2 per cent.

Poundage sales for October, as reported by 123 manufacturers were up 11 per cent over October, 1946, as dollar sales increased 43 per cent. For the first 10 months of 1947, poundage sales were up 6 per cent as compared with the like period in 1946, and dollar volume increased 41 per cent.

More Sugar in 1947-1948

THE DEPARTMENT OF AGRICULTURE has announced that the world-wide sugar output for the 1947-48 season is expected to be slightly larger than that of the 1946-47 season.

Beet and cane sugar is estimated at 33,466,000 short tons, raw value, as compared with 31,894,000 tons in 1946-47. Average beet and cane sugar output for the five years before the war was 34,787,000 tons.

Beet sugar production for this season is estimated at 10,453,000 short tons as compared with 9,258,000 for 1946-47. Cane sugar is expected to reach 23,013,000 short tons as compared with 22,636,000 short tons for 1946-47.

Sugar production in Asia is expected to continue to recover. This season's output is expected to total 7,477,000 tons as compared with 6,928,000 tons last year. The Philippines show an important recovery this year, but the outlook in Java and Formosa continues poor.

Russian beet sugar production is expected to reach three million short tons, as compared with last season's 1,750,000 tons.

Unfavorable growing weather stopped the recovery trend of European beet sugar. The current output (minus Russia) is estimated at 5,274,000 tons, compared with 5,721,000 tons last season.

The north and central American sugar outlook is about the same as last year's, approximately 11.4 million tons. Sizeable declines are expected in Cuba and Puerto Rico, offset by increases in the U. S., Mexico and the British West Indies.

HERE'S HOW ROYAL CHAIRS STEP UP PRODUCTION

Yes, Royal industrial chairs and stools will step up your production... by reducing worker fatigue. Clip the coupon now. Send for Royal's 16-page illustrated scientific seating guide and catalog. It's free.



Shown is Model No. 515. All welded tubular steel construction. Telescopic leg adjustment. Adjustable, large size backrest. Shaped, tempered masonite seat. 10-year guarantee.

REMEMBER:

**A TIRED
WORKER
COSTS MUCH
MORE THAN
A GOOD CHAIR**

175 N. Michigan Ave.
Chicago 1, Illinois

MAIL THIS COUPON TODAY

Royal Metal Mfg. Co. Dept. I
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Please send me free your
16-page illustrated catalog
and Scientific Seating Guide.

Name

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Address

WCSA Elects Officers

L. E. NETTERSTROM, Chicago, was elected new president of the Western Confectionery Salesmen's Ass'n at the 33rd annual WCSA convention in Chicago's Hotel Sheraton last month.



L. E. Netterstrom

Henry J. Blommer, Chicago, was named 1st vice-president, and Norman Brown, Minneapolis, was named 2nd vice president. Walter Rau, Villa Park, Ill., was named secretary-treasurer. Arthur L. Waldner, Chicago, was appointed 1948 convention chairman by Mr. Netterstrom. During the three-day session, 29 new members were accepted. WCSA members now travel in every state, and total membership of 430 was reported. Special tribute was also paid to 42 members who joined WCSA prior to 1922 and are still on the active membership list.

James F. Mulcahy, merchandising director of the National Confectioner's Salesmen's Assn, and C. M.

McMillan, executive secretary of the National Candy Wholesalers Ass'n, Inc., spoke at the December 4 meeting.

Philip P. Gott, NCA president, presented "Certificates of Accomplishment" and the gold "Candy Fraternity" emblem to 34 graduates of the "balanced selling" classes at the annual stag party. Over 800 candy jobbers, manufacturers, and salesmen attended.

Publicizing of the new WCSA code of ethics was unanimously decided as an indication of the aims of WCSA members. The WCSA code of ethics follows:

Whole-hearted co-operation—representation with dignity is the motto of the candy salesman or candy broker. He is the stepping-stone between manufacturer and buyer and at all times should display courtesy and consideration.

Equitable, honest and fair adjustments, satisfactory to both manufacturer and buyer, should be foremost in the mind of the candy salesman or candy broker when the occasion arises.

Satisfactory representation and sufficient time to be given each principal's line should be the aim of every candy salesman and candy broker, who then in return can expect the utmost confidence and consideration from the manufacturer or manufacturers he represents.

The members of this Association will under no circumstances initiate a contract with a principal with the intention of securing a line already held by a fellow member.

Every candy salesman or candy broker agrees that a division of commissions with buyers is highly unfair competition and is frowned upon by reputable manufacturers and buyers.

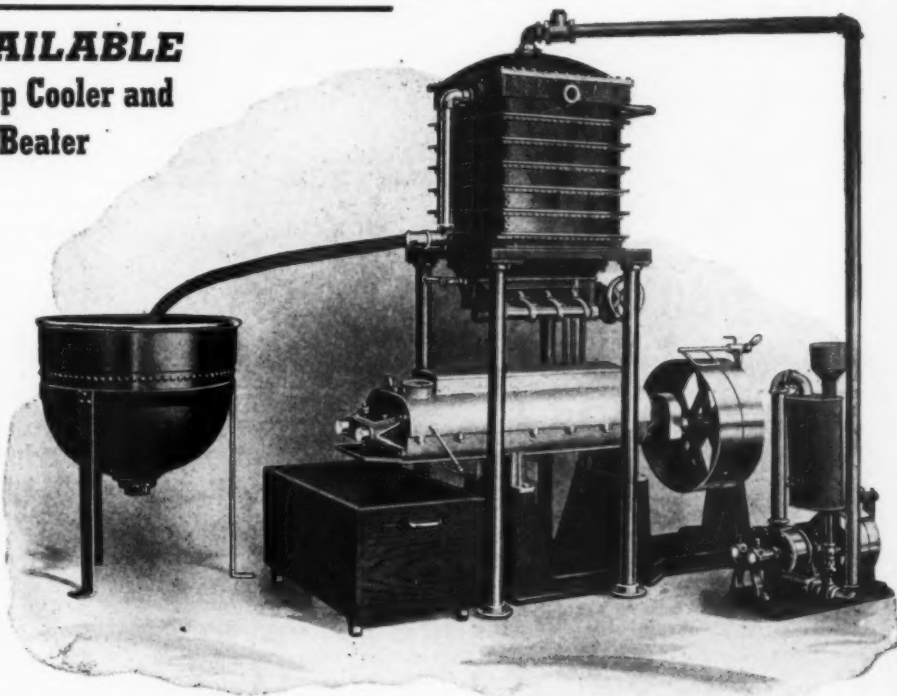
Regardless of how much competition or how keen it is, we must recognize our competitors as fellow salesmen and respect their rights.

Necessary to the advancement of the candy salesman and candy broker is his acceptance and support of this Code of Ethics which is sponsored by the Western Confectionery Salesmen's Association, and any violation thereof or breach is considered sufficient cause for suspension from this Association by the Executive Committee.

AGAIN AVAILABLE The Peerless Syrup Cooler and Snowflake Cream Beater

Equipped for vacuum lift, gravity feed, or syrup pump. For continuous production of fondant. Provided in any capacities. (Vacuum Type Shown.)

Makers of
The World's Finest
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JOHN WERNER & SONS, INC.

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Rochester 13, N. Y.

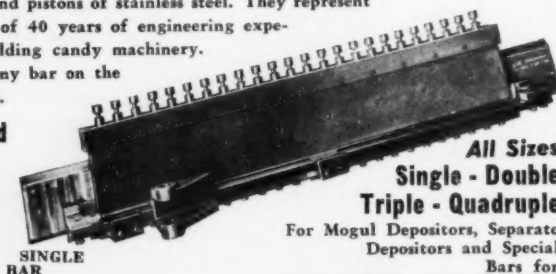
Here's Why CANDY MANUFACTURERS TURN TO Mill River PUMP BARS

for **ECONOMY**
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DEPENDABILITY

1 Mill River PUMP BARS insure better, faster and more accurate production due to precision workmanship and separate inlet and outlet valves.

2 Candy flows freely from the tank *directly* into the pumps, thereby preventing clogging and assuring accurate weights. . . . These heavy-duty bars are made of the highest quality bronze with valve slides and pistons of stainless steel. They represent the outcome of 40 years of engineering experience in building candy machinery. Superior to any bar on the market today.

**Water-Sealed
Pump Bars
No Grooves
No Washers**



SINGLE BAR

**All Sizes
Single - Double
Triple - Quadruple**

For Mogul Depositors, Separate Depositors and Special Bars for Chocolate Work.

Write Today for prices and description of these scientifically designed Mogul and Springfield Depositor Pump Bars



TRIPLE BAR

SEND FOR INFORMATION
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"ARISTOCRAT DEPOSITOR"

MILL RIVER TOOL CO.

A. L. BAUSMAN—ERNEST J. KEEFE

338 Worthington Street

Springfield, Massachusetts

LETTERS

Imitation Chocolate Coating

We would very much appreciate it if you would send us a formula for an imitation chocolate coating.
—Ohio

REPLY: A cheap cocoa powder coating, chocolate substitute:

- 44 lbs. confectioners sugar
- 10 lbs. fine sago flour
- 11 lbs. cocoa powder
- 32 lbs. vegetable fat, melting point close to that of cocoa butter
- ½ oz. vanilla

All materials should be dry before adding to the melted fat. Mechanical stirring should be used and temperatures not over 110 F. used. Cut down on sago flour if desired, replacing with cocoa. An imitation chocolate flavor may advisedly be used.

Sodium Bisulphite Bleach

Do you know of any substitute for sodium bisulphite as a bleaching powder in the manufacture of hard candies by the open-fire method of cooking?

REPLY: We do not know of any substitute for sodium bisulphite bleach. However, we know of many companies who use no bleach. It is true that it is difficult to make a clear (white) candy without it. But you might try adding your corn syrup later during the cook. We assume that you are premelting, using steam. If not, about all we can suggest is more careful watching and controlling of the stoves.

Voorhees Molds

VOORHEES JOBBERS:
Wood and Selick, Inc.
36 Hudson St., New York City
Thos. Mills and Bro., Inc.
1301 North 8th St., Phila., Pa.
H. A. Johnson Company
221 State St., Boston, Mass.
Savage Bros. Company
2638 Gladys Ave., Chicago, Ill.
Brown, Rogers Dixon Co.
376 Nelson St., S.W., Atlanta, Ga.
Chas. Dennery, Inc.
New Orleans, La.
Bessire and Company
101 E. South St., Ind'p'l's, Ind.
Liberty Candy & Supply Co.
326 W. 3rd St., Los Angeles, Cal.

The Modern Method of Casting Candy!

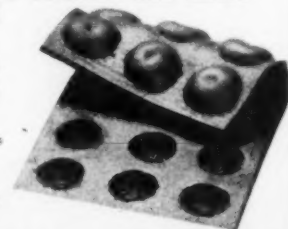
Voorhees Rubber Molds simplify operations. Saves time and stops waste. Made of the purest live rubber these molds are odorless and insure freedom from dust. They control moisture, and yield a better finished product.

Voorhees Molds are manufactured in all standard patterns or your own patterns and brand markings will be made to your order.

IF YOUR JOBBER CANNOT SUPPLY YOU, WRITE US DIRECT.

VOORHEES RUBBER MANUFACTURING CO., Inc.

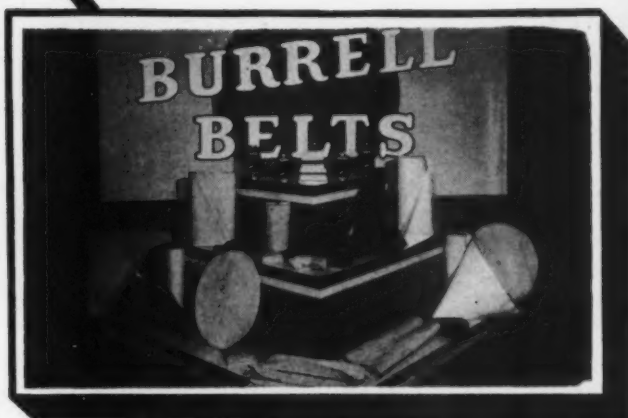
151 EAST 50TH ST., NEW YORK 22, N. Y.



There's A BURRELL BELT for Every Purpose

Burrell Confectionery Belting
is 1st
Among Candy Manufacturers who want only the best in belts!

The photograph below is a BURRELL installation, showing a glazed cooling tunnel belt (dark); and a 90 degree endless turntable belt (light).



There is a BURRELL belt available for every purpose. Each one is designed for specific jobs. A complete list of BURRELL belts is given below.

33 Years Of Experience

For 33 years BURRELL has been producing high quality confectionery belts at lower costs. BURRELL belts are treated to resist deterioration from heat, cold, moisture, grease, oils, stretch, shrinking, excessive wear, etc. We are improving our products constantly. The use of BURRELL belts will minimize shut-downs in your plant from belting failures. 100% BURRELL installations in many of the industry's largest plants prove the superiority of BURRELL products. BURRELL belts are the result of years of experience and scientific engineering. Write, call, or wire for information and recommendations.

We will welcome inquiries concerning your belting needs. Our engineers are well versed in any belting problems that you may have and are willing at all times to give you any assistance that you need.

It Is Profitable to . . .

Let BURRELL belting experience and the . . . 11 BURRELL stars help you!

- ★ CRACK-LESS Glazed Enrober Belting
- ★ THIN-TEX WHITE Glazed Belting
- ★ White Glazed Enrober Belting (Double texture; Single texture; Aero-weight).
- ★ Packaging Table Belts (Treated and Untreated)
- ★ V-Belts (endless)

- ★ Innerwoven Conveyor Belting
- ★ Batch Roller Belts (patented)
- ★ Cold Table Belts (endless)
- ★ Caramel Cutter Belts
- ★ Feed Table Belts (endless)
- ★ Caramel Cutter Boards

"BUY PERFORMANCE"

BURRELL BELTING CO. 401 So. Hermitage Av. Chicago

A PROFIT-PAYING INVESTMENT...

THE SAVAGE CONTINUOUS CANDY CUTTER

(Brach Patent)

Floor Space,
3 x 33 feet.
Shipping
Weight
1,700 lbs.



THE FIRST COST IS THE LAST COST

No additional chains to make
different shapes--changes from
one style to another instantly.

Without any adjustment or change the Savage Continuous Candy Cutter will cut any Pillow shaped goods, Chips, Straws or Waffles—either hard or soft centers—and cuts any width or thickness from the thinnest straws to $\frac{3}{4}$ inch, and from $\frac{3}{8}$ to $1\frac{1}{2}$ inches in length.

1. **BABY KISSES**—any small piece $\frac{3}{8}$ -inch long and up to $\frac{3}{4}$ -inch wide—are cut on this series of knives.
2. **PILLOWS, CHIPS, STRAWS**— $\frac{3}{4}$ -inch long and $\frac{1}{8}$ to $1\frac{1}{2}$ inches wide—are cut by this set of knives.
3. **STRAW, CHIPS, PILLOWS**— $1\frac{1}{2}$ inches long and $\frac{1}{8}$ to $1\frac{3}{4}$ inches wide—are cut on this series of knives.
4. **WAFFLES**— $\frac{3}{4}$ -inch long and up to $\frac{3}{4}$ -inch in width—are cut and stamped with this series of knives.
5. **THE GUIDE**—illustrated separately to the left, has two peculiarly shaped knurls which may be so turned and separated as to regulate the batch to any width from $\frac{1}{8}$ to $1\frac{3}{4}$ inches as desired. Adjustments are made by simple thumb screws. An experienced operator can feed the machine without using the guide.



THE GUIDE — the only
part of the entire ma-
chine that is changed.

High Speed--No Delays--
Increased Output

Perfect Cutting--No Waste--
Reduces Cost

(Also sold without conveyor—bench type)

SAVAGE BROS. CO.

Over 91 Years Manufacturing Quality Food Equipment

2638 GLADYS AVE.

CHICAGO 12, ILL.

Since 1855



THE MANUFACTURING CONFECTIONER'S

Candy Clinic



The Candy Clinic is conducted by one of the most experienced superintendents in the candy industry. Some samples represent a bona-fide purchase in the retail market. Other samples have been submitted by manufacturers desiring this impartial criticism of their candies, thus availing themselves of this valuable service to our subscribers. Any one of these samples may be yours. This series of frank criticisms on well-known branded candies, together with the practical "prescriptions" of our clinical expert, are exclusive features of *The MANUFACTURING CONFECTIONER*.

Hard and Assorted Candies

Hard Candy Stick

ANALYSIS: One and a quarter ounces, 5 cents, purchased in a Cleveland department store. Appearance of stick is good. Wrapper is cellulose printed in blue. Colors, stripes, texture, flavor are good.

REMARKS: The best 5-cent candy stick examined in some time. *Code 1A48.*

Assorted Caramels

ANALYSIS: One pound package, no price stated. Sent in for analysis, No. 4534. Appearance of package is good. Container has red light board tray and is printed in red, white, and green. Name of firm in larger letters over top of package. Caramels wrapped in printed cellulose. Vanilla caramels are of good color, texture is too hard, and taste is fair. Vanilla marshmallow caramels are of good color, texture is too hard, and taste is fair. Chocolate caramels are too black in color, too hard in texture, and poor in taste.

REMARKS: One of the cheapest caramels examined in some time. Very hard and tough. Lacked flavor. We have examined better caramels at 39 cents a pound. Caramels were like a cheap toffee. *Code 1B48.*

Assorted Plastic Hard Candies

ANALYSIS: One pound, 59 cents, purchased in a Cleveland department store. Sold in bulk and each piece wrapped in printed cellulose. Colors, molding, gloss, jacket are good. Center texture is good, center flavor is fair.

REMARKS: Well made plastic hard candies. Suggest a better grade of flavors be used and an increase

of price. Cheaply priced at 59 cents a pound. *Code 1C48.*

Hard Candy Peanut Butter Bar

ANALYSIS: One and a quarter ounces, 5 cents, purchased in a Louisville, Ky., drug store. Appearance of bar is fair. Wrapper is cellulose printed in orange and silver. Coating is artificial chocolate, light, and good for this type. Center color, texture, and taste are good.

REMARKS: A good eating bar. Suggest again as much salt be used in center. This would improve the

taste. Suggest wrapper be printed in red, blue, and silver to heighten attractiveness. *Code 1D48.*

Chocolate Coated Fruits, Nuts

ANALYSIS: One pound package, no price stated, sent in for analysis. Appearance of package is poor. Box is full telescope type; white paper printed in green; imprint of house in green. Appearance of box on opening was poor. Contained 38 pieces. Dark coating has good color, fair gloss, good strings and taste. Assortment and centers are good. Centers

Candy Clinic Schedule For The Year

The monthly schedule of the CANDY CLINIC is listed below. When submitting items, send duplicate samples six weeks previous to the month scheduled.

JANUARY—Holiday Packages; Hard Candies

FEBRUARY—Chewy Candies; Caramels; Brittles

MARCH—One-Pound Boxes Assorted Chocolates up to \$1.00.

APRIL—\$1.00 and up Chocolates; Solid Chocolate Bars

MAY—Easter Candies and Packages; Moulded Goods

JUNE—Marshmallows; Fudge

JULY—Gums; Jellies; Undipped Bars

AUGUST—Summer Candies and Packages

SEPTEMBER—All Bar Goods; 5c Numbers

OCTOBER—Salted Nuts; 10c-15c-25c Packages

NOVEMBER—Cordial Cherries; Panned Goods; 1c Pieces

DECEMBER—Best Packages and Items of Each Type Considered During Year; Special Packages. New Packages

FERBO FINE ART IMITATION FLAVORINGS

Create Captivating Taste

Straight Butter Flavor
92 Score Quality
Butter-Cream Flavor
High-Score Butterscotch Flavor
Caramel-Nut-Butter Flavor
Rum-Butterscotch Flavor
Fine Art Maple Flavor
French Tang Vanilla

Samples to the trade
upon letterhead request.

FERBO CO., Madison, N. J.

CANDY TIED WITH

Ribbons

Means More Sales

Satin • Messaline
Patriotic and Novelty Ribbons
Rib-O-Nit
Ready-Made Bows • Rosettes

Largest Stock in the Middle West

R. C. TAFT CO.

429 W. RANDOLPH, CHICAGO 6, ILL.

include: coconut cream; almond clusters; cordial cherries; opera creams; chocolate creams; glaze pineapple; brazils; orange peel; dates; green and white layers of cream mint; raisin, cashew, and filbert clusters.

REMARKS: Quality of candy is good. Very cheap looking box and poor packing, however. A number of pieces of coating were found all over the box. Suggest a better box, attractive top, and a retail price of \$1.50 a pound. Code 1K48.

Lemon Drops

ANALYSIS: One half pound, 39 cents, purchased in a Chicago food store. Appearance of package is good. Container is round metal can; has friction top; paper band printed in yellow and blue; imprint of lemons in yellow. Color, texture, sugaring, flavor good.

REMARKS: The best hard candy lemon drop we have examined within the year. Code 1N48.

Chocolate Coated Cordial Cherries

ANALYSIS: One pound, \$1.75, purchased in a Chicago department store. Package appearance is good. Box is of one-layer type; extension top and bottom; red paper embossed

in gold; imprint of cluster of cherries in gold and green. Appearance of package on opening was good. Light and dark coatings with good colors, gloss, strings, and taste. Center: Cherries lacked flavor. Cordial good but lacked flavor.

REMARKS: A well made chocolate coated cherry. Suggest a good cherry flavor be used in the cordial. Cherries should be soaked in a good cherry syrup. Code 1O48.

Hard Candy Coffee Beans

ANALYSIS: One pound, \$1, purchased in a Chicago food store. Appearance of package is good for this type confection. Box is full telescope type, buff color, dark and light brown printing on top. Appearance of package on opening was good; wax liner used. Color, molding, and texture are good. Flavor is fair.

REMARKS: We think this piece would be better eating if the coffee flavor was stronger. Highly priced at \$1 the pound. Code 1P48.

Hard Candy Coffee Drops

ANALYSIS: One half pound, 75 cents, purchased in a restaurant in a Chicago railroad station. Appearance of package is good. Round metal container is printed in dark

Use The Finest
GLACE FRUITS
for
EASTER EGGS

1
ALSO
ORANGE PEEL STRIPS
For
CHOCOLATE ENROBING
MIXED FRUITS AND PEELS
FOR

FUDGE
NOUGATS
DIVINITIES

WRITE FOR PRICE LIST



EASTER EGGS
FRUIT CLUSTERS
PANNED CANDIES

AND SAMPLES

Garden Fruit Specialties Co., Inc.

446 West 38th Street, New York 18, N.Y.

358 West Harrison Street, Chicago 7, Ill. — Lakeland, Fla.

Ambrosia
REG. U.S. PAT. OFF.
FOOD OF THE GODS
**CHOCOLATE
COATINGS**

Since 1894

First choice for fine Chocolates for
over 5 decades.

AMBROSIA CHOCOLATE CO.
MILWAUKEE • WISCONSIN

brown; imprint of cup of coffee. Pieces are wrapped in printed cellulose. Color, texture, and flavor are good.

REMARKS: A good eating hard candy but highly priced at \$1.50 a pound. Code 1Q48.

Butter Mints

ANALYSIS: One pound, 89 cents, purchased in a Chicago grocery. Package appearance is good. Round tube shaped container; printed in green; name in yellow. Colors and textures are good. Flavors are poor.

REMARKS: A good eating sugar mint, but all pieces lacked flavor. This type of candy should have good strong flavors to make it good eating. Code 1R48.

Candied Pop Corn

ANALYSIS: Three and a quarter ounces, 10 cents. Sent in for analysis, No. 4535. Appearance of package is good. Wrapper is amber colored cellulose bag printed in white, brown, and purple; imprint of farm scene on bottom. Color, size of corn, texture, taste are good.

REMARKS: The best candied pop corn we have examined in some time.

Well made and good eating. Should be a good seller. Code 1H48.

Assorted Chocolates

ANALYSIS: One pound, \$1, sent in for analysis, No. 4536. Package appearance is good. Box is two-layer type, full telescope, white embossed paper; oblong silver seal in center; name printed in blue; tied with red cellulose ribbon corner to corner. Appearance of box on opening was fair. Contained 16 dark and 14 light coated pieces.

Colors and taste of coatings are good; strings and gloss are fair. Dark coated centers: Vanilla cream, peppermint cream, and orange cream are good; maple cream is fair; could not identify flavor in pink cream. Light coated centers: peppermint cream, orange cream, and vanilla cream are good; maple cream is fair; could not identify flavor in pink cream. Assortment is too small.

REMARKS: Box is too large. If used for retail sales, it will do. For wholesale, dividers would be required. Suggest a better grade of flavors be used. Also, improve assortment by adding caramels, nougats, toffees, some hard candy pieces,

fudge, jellies, dates and figs. We have examined better chocolates at 60 cents a pound. Code 1S48.

Chocolate Coated Peppermint Pattie

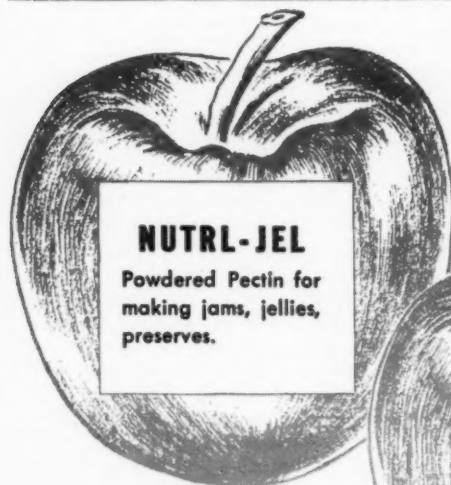
ANALYSIS: One and a half ounces, 5 cents, purchased in a Columbus, Ohio, hotel lobby. Appearance and size of pattie are good. Glassine wrapper is printed in red and blue; name in white in center of blue panel. Dark coating has good color, gloss, dipping, and taste. Center color, texture, flavor are good.

REMARKS: The best peppermint pattie we have examined within the past year. Well made and of very good eating quality. Code 1J48.

Pecan Pralines

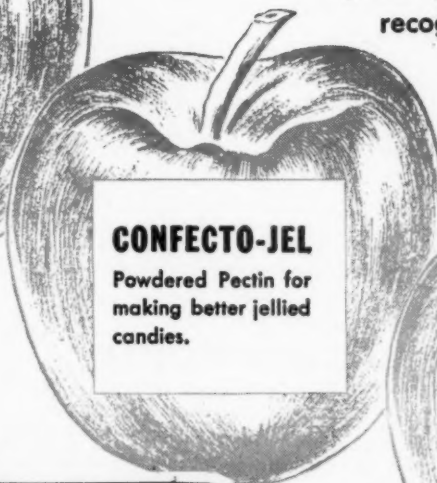
ANALYSIS: Twelve pieces about two ounces each, purchased in a Chicago department store, \$1.75. Package appearance is good; plain cellulose wrapper. Color, texture, pecans, taste are good.

REMARKS: The best pecan pralines we have examined within the past year. Code 1M48.



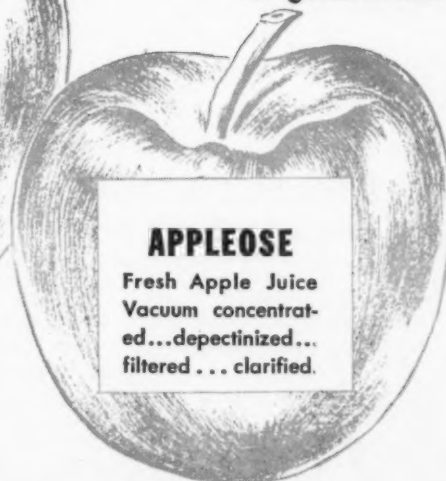
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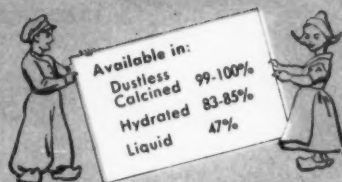


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LETTERS

Hard Candy

Please advise me on fire cooked hard candy for keeping quality. Our candy gets sticky after being exposed for display purposes. This candy is open-fire cooked, not vacuum cooked. Is there anything to use for dryness as a mixture? We are cooking three parts of cane sugar to one part corn syrup and cooking to a temperature of 320 degrees.

—Ohio

REPLY: You do not state how your candy is wrapped, but we assume it is wrapped since any hard candy will get sticky if exposed to humid conditions. If displayed in bulk within a show-case, a container within the case filled with calcium chloride or silica gel and kept separate from the candy will keep the air within the case reasonably dry. Bulk candy may be packed in large sealed containers, tin cans or protective paper wrap to protect it from weather conditions while shipped. To display, some candy is removed and the remainder resealed. But there is no perfect cure to prevent stickiness in hard candy. One solution is to sugar coat the candy using a very fine granulated sugar.

We might suggest that you make and pack your hard candy on days of reasonably low relative humidity, using a heat-sealed moisture-proof cellulose transparent bag.

We know of no so-called dryer to be added to hard candies. In cooking, we might suggest that you try an 80-20 mixture and cook to a temperature of 330 F. That is a trifle richer formula than the one you are using which is a 75-25 mixture. We realize that the ten degree higher cook may cause a little more caramelization or darkening of your candies, but we think that would not be a detriment. Naturally, you will lower the fire at about 300 F. and approach the finish point very carefully.

"M. C." Helps Greatly

Ever since I took in my hand *The Manufacturing Confectioner* and looked it over, I have liked it immensely and I said to myself that I am going to get a lot out of this book. This book will help greatly.

—Illinois

How to Manufacture Cream Candies

(Continued from page 32)

ratio to the rise in creaming temperature. Creaming fondants on the cylinder type beater does not fully develop the sugar crystals. Allowing the newly creamed fondant to lay in cream tubs will give it time to develop fully all possible sugar crystals. There are certain types of cream candies where this underdeveloped crystal stage is used to advantage. When this method of making creams is employed, the bob is added to the underdeveloped fondant and the final stages of the creaming process take place after the creams are deposited.

Bob: The bob is used to thin the batch for casting and most important to furnish added sugar which is needed to form the desired body of the finished creams. A large sized bob also makes it possible to obtain larger amounts of the finished product with less fondant making labor. This batch contains 66 2/3 per cent fondant (frappe excluded) and 33 1/3 per cent bob. The labor of making fondant for 33 1/3 per cent of the batch is thus saved. Better grade French creams are often made with a small bob or by a direct remelt method where the bob is omitted entirely.

Egg Frappe: The egg frappe used should be added after the batch is mixed. It should not contain a large amount of egg albumen (1 lb. to 100 lbs. of frappe is sufficient). It can contain as much as 85 per cent of corn syrup. The creams need only enough aeration to give them a creamy appearance and taste. A smaller amount of frappe with a larger egg content could be used. By its use the non-

dry starch. Next day shake out and crystallize in cold dry crystal cooked to 34 1/2-35 degrees on Baume gauge.

REMARKS:

This formula produces a very fine cream with a little drier texture than the creams made with the preceding formula. Sugar content approximately 74 per cent.

UNSATISFACTORY RESULTS:

See section on this in accompanying article.

FRESH COCONUT CRYSTALLIZED CREAMS

White

Place in remelt mixing kettle:

600 lbs. fondant (formula below). Add

BOB:

220 lbs. sugar
10 gal. water
80 lbs. corn syrup
36 lbs. fresh ground coconut
Cook to 242 degrees. Add
80 lbs. frappe (See Remarks)
Vanilla Flavor

Three important jobs your flavoring should do for you

WHEN a vanilla has all the original flavoring qualities of the vanilla bean and carries those qualities in their original balance through the rigors of the oven, kettle or freezer to the finished product, it does three important jobs:

1. Complements, blends and develops the flavors of the other ingredients used with it.
2. Develops further in the finished product to a full-bodied, mellow flavor.
3. Attains just the right balance between taste and aroma—never a harsh overtone of any one flavor in a mix.

If your flavoring does all three, it creates that delightful taste sensation called "Palate-Appeal." Your customers reach for more—and build sales for you.

Why it doesn't always happen...

You can take the finest of vanilla beans—Mexican Vanilla Beans—and blend, dissolve and age them carefully. The result is a finely balanced flavor with all the properties of the beans. But it doesn't stay that way. It evaporates when the bottle is opened. It dissipates when exposed to extreme temperatures. Delicate flavoring solids of the bean escape faster than sturdier ones, and the flavor balance is lost.

Aromanilla preserves the balanced flavor of the Mexican Vanilla Bean

Aromanilla will not cook out. The volatile solids of the bean which dissipate under cooking or freezing temperatures are replaced with similar but more sturdy natural flavoring extracts. All the flavoring elements of the Mexican Vanilla Bean are restored and in balance. They stay that way all through your process and develop into a full-bodied flavor in your finished product.

Why not try Aromanilla now? We are so sure that it will help improve the taste of your goods that we are offering a trial supply with a money-back guarantee. Place your order and if, after using Aromanilla, you don't think it's better than any other vanilla flavor you have used, return the unused portion collect and we'll gladly refund your money.



Aromanilla

Trade Mark Reg. U. S. Pat. Off.

Imitation Vanilla Flavor

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TRIAL OFFER: I'd like to try Aromanilla under money-back agreement as explained above. Please place my trial order for:

1 pint concentrate (equals 2 gals. standard flavor) \$ 8.00
1 gal. concentrate (equals 16 gals. standard flavor) \$52.00

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Mix and heat to 165-175 degrees. Cast into dry starch. Next day shake out and crystallize in cold night crystal cooked to 33-3/4 degrees on Baume gauge.

Pink

Same as above. Add pink color and 4 oz. peach flavor.

REMARKS:

These are very fine eating coconut creams and can stand rough handling. Pack in 30-lb. pails. Twenty pounds of coarse or medium dessicated coconut can be used and cooked in the bob if fresh coconut is not available. Owing to its moisture content, more fresh coconut would be necessary than dessicated coconut to get the desired amount of coconut solids.

FONDANT:

Proportions:
195 lbs. sugar
105 lbs. corn syrup
Cook to 248 degrees.

FRAPPE:

Use a commercial frappe containing 1 lb. egg albumen to 100 lbs. frappe.

UNSATISFACTORY RESULTS:

See section on this in accompanying article.

crystalline portion of the batch would be disturbed which would call for an adjustment of the corn syrup in the fondant or bob. For all practical purposes a frappe with a small egg content will give better results. Mix well the frappe, fondant, and bob and heat to 165-175 degrees.

As the *remelting temperature* increases a corresponding increase in firmness takes place. These creams depend upon cooking and remelting temperatures to furnish the desired firmness of body. If remelted at a lower temperature, the creams would lack the body necessary for the type crystal used.

A softer bodied cream could be made by using the same formula and lowering the cooking temperatures of the fondant and bob. Owing to the large percentage of corn syrup used, the tenderness of the creams would not be increased. It also would become necessary to raise the cook of the crystal syrup and to let the creams remain in the syrup for a shorter period of time; by these means the crystal coating could be formed more quickly and the crystals would be larger in size.

The creams should be cast into dry, clean starch. If cast into damp moulding starch, the correct amount of moisture will not be extracted from the creams. The casting room should be of a temperature of 75 to 85 degrees with a 50 per cent relative humidity. When the room temperature is too high, the creams will not cool properly. When the relative humidity is too high, too little moisture would be extracted from the creams. The conditions would be reversed and too great an amount of moisture would be extracted when the relative humidity of the room is too low. If the above room conditions cannot be met, you can govern the moisture content of the

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creams by raising or lowering the cooking temperature of the fondant or the bob.

These creams have a high corn syrup content and should remain in starch until the maximum amount of sugar crystals are formed to furnish a firm body to them. If taken out of starch sooner, the set of the creams would be broken and they would lack firmness.

Before being crystallized the creams should lay in stock trays until a solid crust is formed by atmospheric extraction of moisture. A solid surface crust is needed for the crystal to form upon. A strong bodied cream such as this can be crystallized in a low cooked syrup. The lower the crystal is cooked, the finer will be the sugar crystals that form on the surface of the creams. The above creams have enough body to withstand rough handling. They do not need a heavy crystal to increase their standup qualities.

A soft tender French cream would call for the use of more sugar and less corn syrup and a corresponding increase in the crystal cooking temperature. A cream with a tender texture must rely upon the crystal for a part of its standup qualities. This is accomplished by a higher cooked crystal (35 degrees). The crystal should be poured on the creams in the morning, drained about four hours after pouring the syrup on them. The creams should remain in the pans or baskets for only about two hours after the syrup is drained off.

Operation No. 3.—Unsatisfactory Results; Cause, Remedies

When the foregoing instructions are carefully followed, a confection of standard quality should be produced. If results are unsatisfactory, refer to the following check list. The unsatisfactory results most frequent to occur in the creams are (1) graininess, (2)

NEWPORT CREAMS

36 lbs. A sugar

3 heaping teaspoons cream of tartar

2 gal. water

Cook to 280 degrees. Pour onto oiled slab. Handle same as hard candy. When cold enough to pull, add

3 lbs. 4X sugar

Cool as much as possible before pulling. Pull light, add flavor and color to suit requirements. Spin out and cut to desired size. Bury in powdered sugar overnight.

When creams have grained off, brush clean and crystallize in cold night crystal cooked to 33½ degrees on Baume gauge. Do not overload crystal pans. Cover cream in crystal pans with sieves to insure an even coating of crystal.

REMARKS:

These creams have a mellow body.

For a softer cream, replace cream of tartar with 3 or 4 pounds of invert sugar or add 1 ounce glycerine with the 4X Sugar.



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gumminess, (3) creams crack across top. In the crystal coating the poor results are (1) dull crystal, (2) snowy crystal, (3) creams stick together, (4) crystal too heavy or too light.

Plain and Crystallized Creams

The Creams

Grainy: (1) If the fondant is not mixed with the bob quickly, the bob will grain and thus cause roughness in the creams. (2) An over-heated batch will form sugar clusters and cause graininess. (3) A grainy bob caused by not using enough water to thoroughly dissolve the sugar will cause graininess in the creams. (4) Using grainy fondant will cause roughness. (5) Cast cream as soon as the proper remelt temperature is reached. Allowing the remelted cream to lay too long in hot kettle will cause graininess. (6) Graininess can be caused by allowing the kettle or depositor hopper to become too hot. (7) Batch not weighed up correctly.

Gummy: (1) Creaming high corn syrup content fondant at a low temperature will cause gumminess. (2) Using too much corn syrup will cause gumminess.

The Crystal

Dull Crystal: (1) Slow boiling of the crystal syrup will cause an inversion to take place and will result in a weak crystal coating that lacks sparkle. (2) The use of a poor grade of sugar will produce a dull crystal. To obtain a bright sparkling crystal use the best grades of sugar and cook the batch quickly. (3) Re-using the syrup too often will invert too much sugar and a dull crystal will be the result. (4) Using a crystal syrup that has been used on coconut

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candies will produce a dull crystal. The oil extracted from the coconut will kill the sparkle.

Snowy Crystal or entire crystal has grained off: (1) Using sugary crystal pans, baskets, or tanks for a cold syrup will grain off the syrup. (2) Rough handling of a cold syrup will result in a snowy crystal. (3) Crystallizing creams with a high cooked syrup in a cold room will cause a snowy batch. (4) Excessive vibration in the crystal room will cause high cooked crystals to snow. For day crystal whereby the entire crystallization process is finished in eight to 10 hours, the room temperature should be about 85 to 90 degrees.

Creams stick together: (1) Overloading the pans or baskets with cream will bruise the surface of them and they will cling together. (2) Allowing the creams to drain too long before taking them out of pans will cause them to cling together.

Crystal too heavy or too light: (1) Syrup cooked to too high a Baume' will cause a heavy crystal. (2) Allowing the goods to remain too long in crystal syrup will cause a heavy crystal. (3) Syrup cooked to too low a Baume' will cause a light crystal. (4) Not allowing the goods to remain in syrup long enough will cause a light crystal with a poor body.

Summary

If a bright sparkling crystal is to be obtained, use the best grades of sugar and cook the batch quickly.

Crystal room temperature should be about 85 to 90 degrees, for day crystal. After creams have been crystallized, the room should be cooled off somewhat; thus allowing creams to have a firmer body when they are taken out of pans or baskets. Do not overload pans or baskets with soft creams, or goods will cling together.

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for January, 1948

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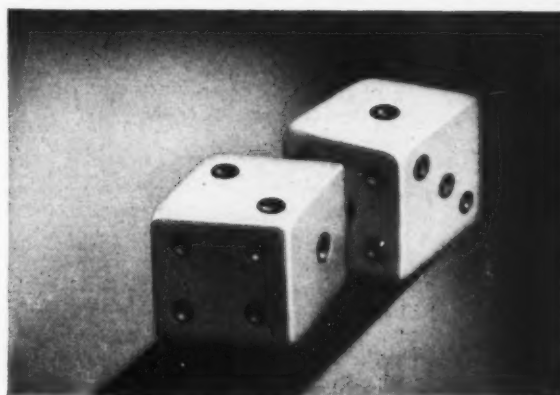
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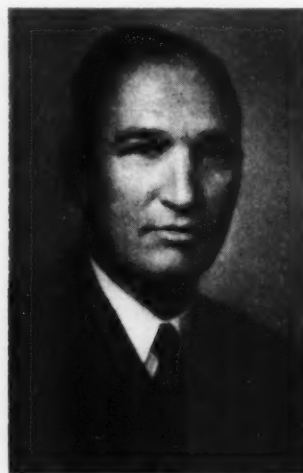
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CONFECTIONER'S Briefs

• **Sweets Company of America:** An extra dividend of 75 cents and another dividend of 25 cents were voted on the \$4.16 par stock for payment on January 6. The previous payment was 25 cents in July. In January, 1947, a dividend of 25 cents and an extra dividend of 35 cents were disbursed.



MYLES B. AMEND has been named a member of the board of directors of **Henry Heide, Inc.**, announces **Herman L. Heide**, president. Mr. Amend is a member of **Amend & Amend**, counsel to the company. He is also a director of **Journal of Commerce Corp.**, **Ridder Publications, Inc.**, **Hotel Martinique, Inc.**, and **Hotel Concourse Plaza, Inc.** In addition he is a trustee of **Iona College**, **Lincoln Hall**, and **Central Farley Military Academy**.

• **Nutrine Candy Co.:** A dividend of 25 cents and an extra of 35 cents on common, both payable December 27, are announced. This makes a total of \$1.60 for 1947 as compared with \$1 in 1946.

• **Jacobs Candy Co., Inc.:** Purchase by local New Orleans interests of this firm from **Universal Match Corp.** is announced. **Clarence J. Perez** is new president, and **Joseph A. Greene** is new secretary. The firm will continue to make a line of special New Orleans candies and pralines and an improved general line of candy for distribution throughout the South. About 150 persons are employed.

• **Oliver-Finnie Co.:** **Robert L. Baldwin** is named sales promotion manager, announces **R. Maynard Holt**, president.

• **Peter Paul, Inc.:** Purchase for \$200,000 of a large manufacturing plant in Dallas has been completed. Alteration work is now in progress and production is expected to start in mid-January. **C. K. Kazanjian**, president, estimates that **Peter Paul's** production in 1948 will increase at least 25 per cent, mainly because of the new Texas plant.

• **O. P. Baur Confectionery Co.:** **Baur's Beacon**, house organ published bi-weekly by the Denver firm, was given one of the awards of merit at the Tenth Annual Convention of the Southwestern Ass'n of Industrial Editors.

• **Retail Confectioners Ass'n of Philadelphia:** A half-page ad explaining the rise in cost of raw materials needed by candy manufacturers appeared recently in all Philadelphia newspapers. It was sponsored by the Association.

• **Universal Match Corp.:** A special citation of the United States Treasury Department was issued in December to **Schutter Candy Division**,

sponsor of the radio program "David Harding. Counterspy." The award was "in recognition of the Schutter Candy Division of the Universal Match Corporation's generous contribution of radio time to the government's War Trophy Program."

• **Henny Wyle, Inc.:** Henny Wyle, president of the New York firm of chocolate manufacturers, has announced the opening of a new retail store at 571 Central Ave., East Orange, N. J.

• **British Candy Ration:** Effective January 4, the British consumer ration for sweets and chocolates will be reduced from 4 ozs. to 3 ozs. per week. The reduction is the result of a 25 per cent reduction in total allocation of sugar for manufacturing purposes which also takes effect January 4.

• **New Orleans Confections, Inc.:** E. C. Fearheller has joined New Orleans Confections of Chicago, where he will be associated with Chester Squires in the development of business. Mr. Fearheller was formerly general manager of Crystal Pure Candy Co., Chicago.

• **Bowman Gum Co.:** Santa Claus at the Toy Show held at the Museum of Science and Industry, New York, was sponsored by Bowman and each child who visited him was given a package of Bub Bubble Gum along with other souvenir gifts.

• **Topps Chewing Gum, Inc.:** Maurice Nathan is named California sales manager and will make his headquarters in Los Angeles.

• **Golden West Candy Club:** Officers elected for 1948 include: William A. Ross, of Wittenberg & Ross, San Francisco, president; Ralph Mutz, of Ralph Mutz Co., Oakland, vice-president; Claude M. Chaplin, of Western Tobacconist, San Francisco, secretary; Matt Larkin, of Rockwood Chocolate Co., San Francisco, treasurer. Elected directors are: Edward Riffle, of Gene Alcorn Co., and A. E. Brainerd, of Harry N. Nelson Co., Inc., both of San Francisco. Other board members are: William A. Ross, Ralph Mutz, and Matt Larkin. Retiring President Max Sherman was presented with a leather brief case in appreciation of his services. Next meeting of the club will be January 16 in San Francisco.

• **Dell Food Specialties Co.:** Chocolate flavored "Smokorn" brand popcorn was introduced at the recent convention of the National Ass'n of Popcorn Manufacturers in Chicago. The Dell process first covers the popcorn with coconut oil, then dusts the chocolate flavor onto the wet oil.



PRESIDENT WALTER H. MANN—center—of Wilbur-Suchard Chocolate Co., and Jack Wine, a veteran of 50 years service in the firm's sales department, observe Chemist Fred Kurtz demonstrate early molding methods of Wilbur Buds now made for 55 years. Mr. Kurtz has been with firm 57 years.

for January, 1948



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SUPPLY FIELD News

● **California Fruit Growers Exchange:** L. Cletus Gallagher is named New England district manager, announces M. L. Chapman, manager of the California Fruit Growers Exchange, Products Department. Appointment on the executive sales policy committee is also included. For the past 16 years, Mr. Gallagher has been closely associated with T. F. Baker, eastern division manager, as sales representative throughout the eastern seaboard states. Well known as a food technologist in the confectionery, preserving, and bottling industries, Mr. Gallagher is also the author of a number of technical articles on food processing which have been printed in American, British and European publications.



CLIFFORD L. HARRISON is named a field representative for Polak & Schwarz, Inc. Mr. Harrison will cover the Maryland, Delaware, Pennsylvania, New York, and southern New Jersey territories. His appointment is in line with the firm's previously announced expansion plans.

● **Fritzsche Brothers, Inc.:** Dr. Ernest Guenther, vice-president and chief chemist, was guest speaker at a recent meeting of the Maryland Section of the American Chemical Society.

● **Armour & Co.:** A quarterly dividend of 30 cents on common payable January 14 to stockholders of record December 19 is declared. This is the first dividend on common since 1937, when 70 cents was disbursed.

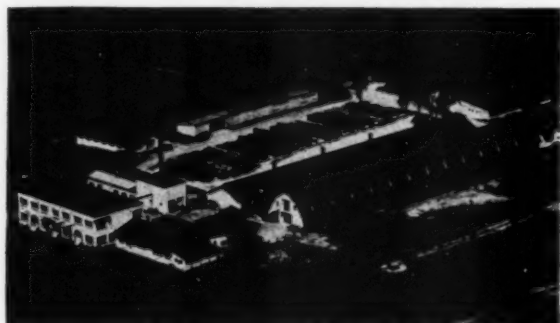
● **Monsanto Chemical Co.:** The Western Division announces plans to install a small plant at Decatur, Ill., and moving to that city a portion of the firm's Portsmouth, Va., operation which manufactures glues and adhesives.

● **California Walnut Growers Ass'n:** Carlyle Thorpe, general manager of CWGA, with which he has been associated for 35 years, has resigned.

● **Francony Laboratories, Inc.:** Development of "Albuveg," a water soluble vegetable albumen, is announced by William A. Frangos, head of the firm.

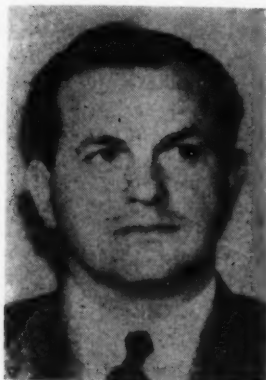
● **Mrs. Madeline P. Kohnstamm:** Following a long illness, Mrs. Madeline P. Kohnstamm, wife of L. S. Kohnstamm, president of H. Kohnstamm & Co., Inc., died recently at her home in New York City. Mrs. Kohnstamm was an artist of talent and as a member of the Art Students League had ex-

hibited her works in a number of prominent eastern art galleries, including the Metropolitan Museum of Art. She was also active in the Nature League of the American Museum of Natural History. Her husband, a daughter, and two sons survive.



EXTENSIVE WAREHOUSING and shipping plant in Whippany, N.J., was recently purchased by P. R. Dreyer Co. Additional warehousing space totals 100,000 sq. ft.

• **Pioneer Rubber Co.:** Pure white neoprene gloves for women workers are announced. A new finish on the fingers is said to hold wet, slippery objects more firmly than bare hands.



DON S. GREER, vice-president in charge of sales for J. W. Greer Co., is managing the new general sales office which the company has opened at 33 N. LaSalle St., Chicago, to handle its rapidly expanding business in the Midwest.

• **Miss Elizabeth G. Magnus:** Secretary of Magnus, Mabey & Reynard, Inc., Miss Elizabeth G. Magnus, died recently after a brief illness in Roosevelt Hospital, New York. Miss Magnus was the sister of Percy G., Joseph B., and Robert B. Magnus, officials of MM&R.

• **Nemir Starts Own Firm:** Albert S. Nemir, chief of the Program Analysis Division of the Department of Agriculture's Sugar Branch, has resigned to start his own business, with offices in the Warner Building in Washington, D. C. The firm will handle sales and offer special research service as well as extend industrial consultation service on sugar, molasses, general food products, and export markets. Mr. Nemir was one of the authors of the "Bunker Report" and also one of the advisors to the Food Industry Council in preparation of its "World Study on Sugar."

• **Leopold Von Gussich:** One of the partners in the firm of T. H. Angermeier & Company, Leopold Von Gussich, died on December 8.

KANDEX*

CONFECTIONERY STABILIZER

Gives Lasting Freshness and
Smoother Texture To Your

CARAMELS

and other chewy candies such
as . . . Toffee, Taffy and Kisses.
SAVES TIME and EXPENSE.

**Write for Free Sample
Sufficient for Batch Testing**

*Order the Trial 25 lb. Drum
Only \$5.00. F.O.B. Chicago

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TRUTASTE FLAVORS . . . Rival Nature's Own



Zestful, Tangy, Imitation CHERRY
Full-Bodied, Rich, Imitation GRAPE
Luscious, Imitation STRAWBERRY
Tantalizing, Imitation RASPBERRY

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CONSULT "PACKAGE"

Builders of the machines that wrap 80%
of America's machine-wrapped products

A package improvement is often the most effective way to lower selling costs. And, if executed by modern machine methods, the improved package can frequently be turned out at a production saving, too... That's why it pays to consult an experienced and capable machinery manufacturer in the early stages of your planning.

As makers of the wrapping machines that handle the majority of America's machine-wrapped products, we are familiar with modern trends and the most advanced methods of producing outstanding packages economically. Of equal importance, we have the machines to do the job—over 80 models, most of which can be adapted to numerous forms of wrapping.

So why not do as so many other manufacturers are doing today? Put your problem up to "Package".

PACKAGE MACHINERY COMPANY • Springfield 7, Massachusetts
NEW YORK CHICAGO CLEVELAND ATLANTA DENVER
LOS ANGELES SAN FRANCISCO SEATTLE TORONTO

PACKAGE MACHINERY COMPANY

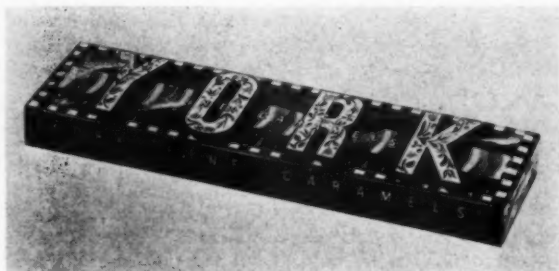
Over a Quarter Billion Packages per day are wrapped on our Machines

NEW IDEAS IN CANDY PACKAGING

A BRIEF ILLUSTRATED SUMMARY OF SOME OF THE LATEST IDEAS AND DESIGNS TO BE FOUND IN CANDY PACKAGING.



STEPHAN LEEMAN PRODUCTS, of New York, is marketing crystallized ginger candy in a tin container which is an excellent example of the beauty and quality that can be achieved with metal lithography. The new half-pound can, shown above, features a vivid, five color, oriental design. The colors and design used achieve a result which is similar to expensive cloisonne. This, combined with the slip cover closure, encourages re-use of the can, thus converting it into a silent salesman for the original contents. Another advantage is the high degree of protection against shelf deterioration which is given the candy by the metal container.

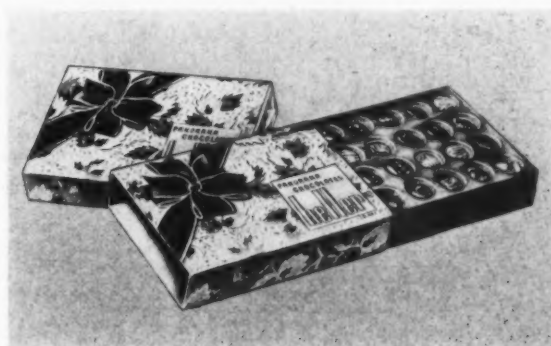


YORK CARAMEL COMPANY, of York, Pa., has launched the first in a series of new packages for its caramels. The one-pound package which is shown above consists of an open-top cardboard tray covered with cellophane. The name "York" appears in large block letters across the face of the cellophane wrapper. The letters of the name are a clean white but for added attention value a gay and colorful flower design in red and olive green is woven through the lettering. The green and white checked border which frames the company name also helps to cover any gaps which might appear along the edges of the tray because of shifting of pieces. The sides of the package are green and the ends are red. Each tray is packed with single lines of plain vanilla, nougat

striped vanilla and chocolate caramels. The same package design, which was done by Erik Nitsche, of Dorland, Inc., New York, will also be used on a half-pound box and on a one-pound bag to be distributed in the near future.

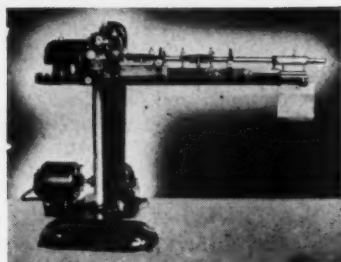


HUYLER'S NEW coffee flavored toffee pieces, Coffee Delights, have appeared in the container shown above. The lithographed tin is a coffee brown in color with white and pale blue trimming. The lid is of the replaceable friction type. Individual pieces of candy are wrapped in a band of gold foil and then twist-wrapped with an outer wrapper of cellophane. The can, which contains eight ounces, is to retail at 60 cents, while a two ounce, pocketbook size, cardboard container will sell for 15 cents. A national advertising and merchandising campaign, including newspaper advertising, local spot radio, store displays, business paper advertising and direct mail, will be used to promote the new package.



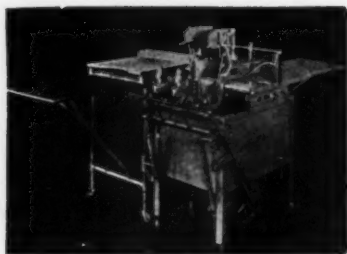
TO AVOID THE EXPENSE of changing boxes for different seasons and holidays and still to have a package that reflects the spirit of the particular time of year, the Heller Candy Company has devised a new slip-on wrapper for its Panorama Chocolates. The basis of the

Amsco



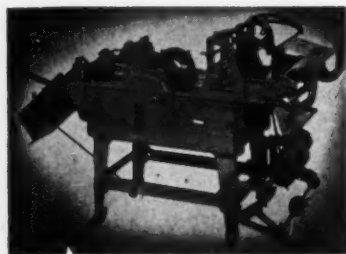
Amsco Automatic Rotary Bag Sealing Machine

SOLVES YOUR



Corley-Miller Wrapping & Sealing Machine

PACKAGING



Simplex Bag Making Machine

PROBLEMS

Step up production and cut down your costs with Amsco equipment—adds speed and efficiency to your packaging.

- bag sealing
- bag making
- bag and carton weighing and filling
- bag aligning and conveying
- wrapping
- sheeting and gluing
- sandwich making and wrapping
- hand and foot operated sealing devices



package is a cardboard tray in which the candy is packed and which is completely covered with cellophane. Over this tray fits a full telescope cover in which rows of circular holes have been stamped so that the candy is visible. The "sleeve" wrapper, printed by Richard M. Krause Company, is then slipped over the box to complete the package. According to the company's plans, various wrappers will be mailed to retail outlets with instructions that the new wrapper is to be used on the manufacturer's box for the appropriate season. The wrapper shown above is a gold foil with white, black and scarlet trimming.

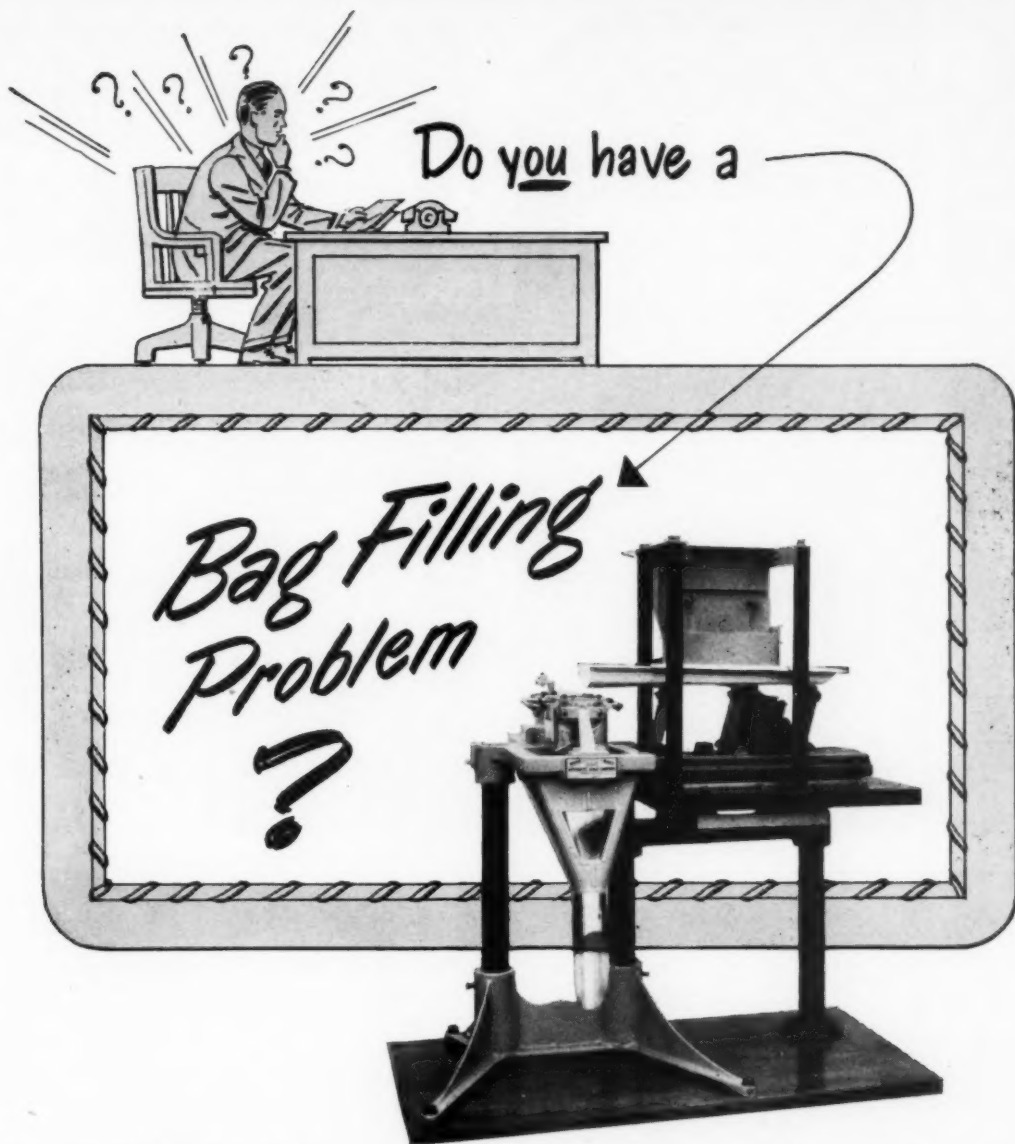


TOPP'S NEW CONTAINER, trade-marked "Party Pak," is a novel method of applying the take-home package idea to gum merchandising. The container becomes a party accessory, a gift item or almost a household staple while encouraging sales of 45 sticks of gum at one time. A high-finish paper wrap printed with colorful designs covers the round set-up box base. A transparent disc of Celanese Lumarith, printed by Milprint, Inc., fits inside the beaded cardboard edges of the box and forms a decorative, tamper-proof cover. The individually-wrapped pieces are visible through the cover for added sales appeal and, when the cover is removed, the box is a convenient holder for the sticks of gum.

• **Candy Workers' Wages:** Average weekly earnings of confectionery workers in September, 1947, totaled \$41.20, as compared with \$38.33 in August, reports the Bureau of Labor Statistics. Average weekly hours worked in September totaled 40.2 as against 38.6 in August. Average hourly earnings for September were 102.1 cents as against 99.5 cents in August. The September payroll index was 270.5 as against 232.8 for August. The employment index was 122.3 as against 112.4 for August.

• **Department of Labor:** According to figures released by the Bureau of Labor Statistics, there were 68,100 production workers employed in the confectionery industry during September, 1947, as compared with 62,700 for August, 1947, and 56,800 for September, 1946.

• **Brown Instrument Co.:** Richard P. Brown, chairman of the board, has been made a fellow of the American Society of Mechanical Engineers.



The WEIGH-RIGHT Net Weigher- WEIGHS and FILLS MOST CANDY ITEMS

Hard Candies, mints, jellies, nut meats and most other confectionery items can be accurately weighed and filled into bags at speeds of 25 to 35 packages per minute. Only one operator required. Check these filling speeds with your present production. Let us show you how a Weigh-Right filling machine can effect substantial savings in your plant.

Electrical vibrator feeder prevents damage to products. Sensitivity of scale beam provides accurate weights with a tolerance factor of 1/16th oz. or 1 to 2 pieces. Adaptability permits packing of many different size pieces. Model C with a package size range from 1½ oz. to 16 oz. Model CE ½ oz. to 4 oz.

Whatever your packaging problem, consult us. Send sample packages for prompt and expert technical advice.

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**FOLDING and
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CARTONS**
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Solid Fibre • Corrugated • Cleated Fibre
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PACKAGING SUPPLY *News*

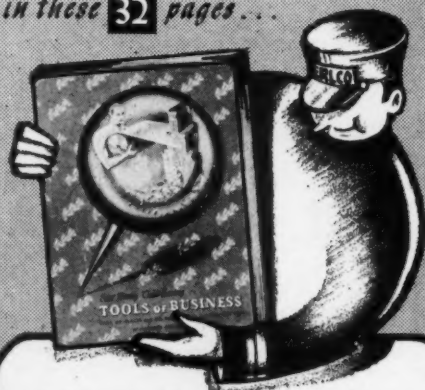
• **American Machine & Foundry Co.:** The New York sales agents for Rose Brothers, of England, have announced the addition of a new AMF Rose wrapping machine to their line. The new machine fold wraps with seam and ends on the underside of the piece at a rate of 500 pieces per minute, or twist wraps with fantail ends at a speed of 650 pieces per minute. Different size pieces can be wrapped on the same machine, it is claimed.



MORRIS BIRKEN is named an assistant to the staff, announces **Mack Rapp**, industrial sales manager of **Detecto Scales, Inc.** Mr. Birken was formerly with the sales department of the **Carmen Bronson Corp.**

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in these **32** pages...



Yours for the asking

A new slant! A new approach, featuring **TESTED** labels, compiled in one book from the records of the largest label manufacturer in the world, serving over 50,000 customers a year — for 32 years! Send for your **FREE** copy and see why **Ever Ready** is your logical label source.

EVER READY Label CORP.

141-155 East 25th Street - New York 10, N. Y.

• **Frazier & Son:** The New Jersey manufacturers of Whiz-Packer Filling Machinery have announced the appointment of the following companies to handle their national distribution: **Amsco Packaging Machinery, Inc.**, Long Island City, N. Y.; **Miller Wrapping & Sealing Machine Co.**, Chicago; and **Simplex Wrapping Machine Co.**, Oakland, Cal. At the same time it was announced that the **Frazier** plant has been moved to larger quarters at 338 Cortlandt St., Belleville, N. J.

• **Shipping Container Institute:** T. J. Gross, managing director of the Institute, has announced that details and statistics will soon be released on the results of the Institute's 13-month study of the principal causes and prime responsibility for shipping losses to packaged goods. The study included an investigation of the life-cycle of more than 700,000 fiber shipping containers.

• **Western Packaging Exposition:** San Francisco's Civic Auditorium, August 10 through 13, 1948, will be the scene of the First Western Packaging Exposition to be held concurrently with a Western Conference on Packaging, Packing and Shipping.

• **Paper and Paperboard Production:** A record total of 1,897,117 tons was produced during October, 1947, according to a preliminary report released by the Bureau of the Census. The increase in output is attributed to the start of new equipment in numerous mills, the availability of adequate material supplies, and the high number of working days in the month. The Department of Commerce has also announced that, with the exception of newsprint, paper demand and supply are expected to balance in the spring of 1948.

NEW

AUTOMATIC CANDY WRAPPING MACHINE



ROSE F.W.T. FOLD WRAP TWISTING MACHINE

Automatically forms, cuts, twist wraps or fold wraps rectangular or cylindrical-shaped pieces
INTERCHANGEABLE FOR BOTH PIECE SIZE AND STYLE OF WRAP

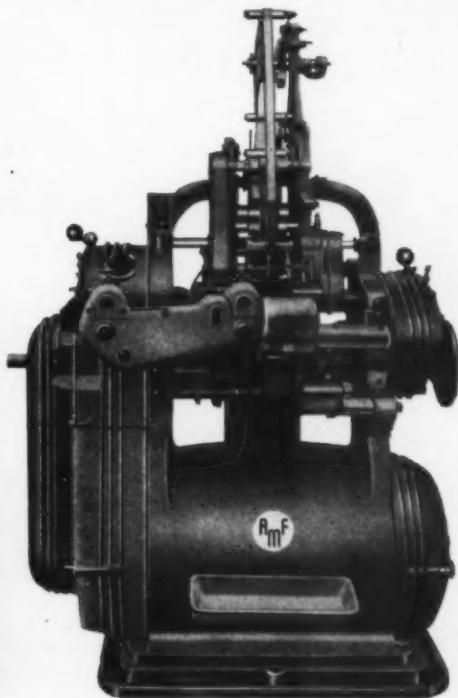
The interchangeable features of the F.W.T. Combination Machine make it possible for you to use one machine to either fold or twist wrap as well as produce different size pieces of candy on the same machine. Changes easily made by the operator.

HIGH SPEED ECONOMICAL PRODUCTION

TWIST WRAPS FOLD WRAPS

650 pieces per minute

500 pieces per minute



Many other new, advanced features... write the Rose Candy Machinery Division today for DM-361. This folder gives you complete information and specifications on this important addition to the famous line of AMF Rose Candy Machines.



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Package Convention in April

WITH A RECORD attendance expected, the 17th annual Packaging Exposition of the American Management Ass'n will be held April 26-30 in the Public Auditorium in Cleveland. For the first time in history, the exposition is scheduled for five days instead of four, and for the first time in four years the event will be held in the Mid-West. About 200 exhibitors will utilize 100,000 sq. ft. to display developments in packaging, packing and shipping machinery, equipment, materials, and services.

The annual three-day AMA conference on Packaging, Packing, and Shipping will be held April 27-29 along with the exposition in the auditorium. Over 1,000 packaging executives, engineers, and technical experts who are members of AMA's Packaging Division will discuss the management aspects of materials, methods, procedures, and merchandising.

Alan S. Cole is chairman of the

exposition exhibitor's advisory committee, which is making arrangements for the exposition. Other committee members include: A. B. Clunan, J. M. Cowan, N. A. Fowler, Robert D. Handley, Roy E. Hansen, E. J. Heimer, M. P. Junkin, C. F. Manning, E. J. Marsh, Paul Meelfeld, Tom Miller, K. M. Peterson, L. L. Pilliod, Paul Thompson, James Turnbull, Mills W. Waggoner, Richard Wellbrock, Ben M. Williams.

Clapp & Poliak, Inc., will act as exposition management.

Held in Philadelphia's Convention Hall last year, the exposition set an all-time record of over 16,000 trade attendance. As a result, the extension to five days was requested by exhibitors this year.

An on-the-scene report of this year's exposition will appear in the June issue of THE MANUFACTURING CONFECTIONER. A complete report on the 1947 exposition appears in the May, 1947, issue.



**ALWAYS
DEPENDABLE**



IDEAL

WRAPPING MACHINES

The satisfaction of KNOWING that their wrapping machines will give EFFICIENT, UNINTERRUPTED SERVICE AT ALL TIMES is just one reason why candy manufacturers the world over prefer IDEAL Equipment. These machines, suitable for both large and small manufacturers, are fast, always de-

pendable and economical. The SENIOR MODEL wraps 160 pieces per minute; new HIGH SPEED SPECIAL MODEL wraps 325 to 425 pieces per minute.

Both machines are built for the most exacting requirements and carry our unqualified guarantee.

Write For Complete Specifications and Prices

IDEAL WRAPPING MACHINE CO.

EST. 1906

MIDDLETOWN, N. Y. - - - U. S. A.

PRINCIPLES and DESIGN of CHOCOLATE COOLING TUNNELS

By

Edward W. Meeker
Research Laboratories
Walter Baker & Co., Inc.

What do you know about the chemical factors of chocolate which exert such an important influence upon the shelf-life and appearance of your goods? You will find the complete answer in this booklet. Not guesswork! Not surmise! Just hard-headed research packed into the scientist's brevity of language.

PRICE PER COPY—\$1.00

Quantity Prices will be Quoted

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MANUFACTURING CONFECTIONER**
400 W. Madison St. Chicago, Ill.

● **Popcorn Ass'n Names Officers:** New officers elected at the third annual convention of the National Ass'n of Popcorn Manufacturers in Chicago's Hotel Sherman for 1947-48 include: Paul H. Rice, of T & C Co., Dallas, Tex., president; Charles V. Pike, of Dandee Pretzel and Potato Chip Co., vice-president; and W. T. Hawkins, of Confections, Inc., Chicago, treasurer. A public relations program to further use of popcorn as an everyday food rather than just as a "snack" will be launched soon, it was also announced. About 450 attended.



EDWIN R. MAIZE, JR., is named general sales and advertising manager of all products and divisions of H. Baron & Co., Inc., announces Ira S. Brightman, vice-president. Mr. Maize was formerly vice-president of Beacon Products.

● **Council on Candy:** Smith H. Cady, Jr., has resigned as director of the Council, effective as soon as a satisfactory replacement may be made. Mr. Cady plans to move to California and expressed a

desire to maintain connections with the industry, but as yet has made no decision concerning several possibilities which he is considering.

● **Universal Match Corp.:** Beginning December 1, John Herrick assumed the district managership of the Arkansas, Tennessee and northern Mississippi territory.

● **Candy Executives' and Associated Industries' Club:** "Tempering and Applying Chocolate Coating Mechanically" was the subject of a talk by Fred W. Greer, of J. W. Greer Company, Cambridge, Mass., at a recent meeting of the club. Mr. Greer explained the history of chocolate and various tempering and handling methods. Calling attention to the "gradual disappearance of good hand dippers," Mr. Greer stated "the art of hand dipping is rapidly becoming a lost art." This means less and less hand dipped chocolates, he said, and more and more machine dipped ones.

"Naturally, we want to make available to you machines which will produce chocolates as good as, or better than, those produced by hand," said Mr. Greer. "When one considers the quality of present day machine made chocolates to those made in the 'good old days,' you realize that tremendous progress has been made, and I know that improvements and research now underway will bring about even better results in the near future."

● **Fritzsche Brothers, Inc.:** A Fall flavor catalog and price list is being distributed. The booklet is available only to those buying in wholesale quantities. Requests should be made on the firm's letterhead and addressed to the New York office at 76 Ninth Ave.

SWEETONE PAPER PRODUCTS are outstanding in every way because of the superior quality and workmanship put into them here in our great converting plant. Our products being made on high-speed machines, sell at the lowest possible prices based on the above facts.

CANDY MATS (Plain and Embossed)	CHOCOLATE DIVIDERS
"WAVEE" PARCHMENT	BOATS and TRAYS (Plain and Printed)
GLASSINES	WAXED PAPERS
EMBOSSSED PAPERS	SHREDDED PAPERS
PROTECTION PAPERS	DIE-CUT LINERS

LET US QUOTE ON YOUR REQUIREMENTS.

(If we are not already supplying same.)

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GEORGE H. SWEETNAM, Inc.

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To Keep Power Costs Down

Descale Heat Exchangers The Oakite Way

Excessive scale build-up in heat exchange equipment cuts down efficiency . . . causes needless power loss . . . calls for thorough descaling. Here's the easy Oakite procedure: Circulate a 15%-by-volume solution of

OAKITE COMPOUND NO. 32

through exchanger tubes. Next, drain off the descaling solution; rinse. Then neutralize tubes with a recommended Oakite alkaline solution. Final rinse completes operation. Consult the Oakite Technical Service Representative in your area for more details about economical Oakite descaling. No obligation.

OAKITE PRODUCTS, INC., 36C Thomas St., NEW YORK 8, N. Y.
Technical Service Representatives in Principal Cities of U. S. & Canada

OAKITE

MATERIALS
METHODS
SERVICE

Specialized Industrial Cleaning

USED BY LEADERS IN THE INDUSTRY



KORONET Hair Guards For Women at Work

Koronet Hair Guards allow for natural sanitary air circulation. Smart, neat and decorative—comfortable, light, and snug fitting—adjustable to any head size and all hair styles. Maximum protection against loosened hair falling or getting caught. Strong, durable, neatly webbed net; non-inflammable glossy plastic shield—wipes clean with damp cloth.

Complies fully with all provisions of the Pure Food Act.

ADVERTISING VALUE

Any trademark, name or slogan can be imprinted on the shield in color.

FREE SAMPLE

Write Dept. MC-1 today for free sample, literature and prices.

SOME NEWEST USERS

- E. J. Brach's & Sons Candy Co.
- Chase Candy Co.
- Thompson's Candy House
- Dutch Mill Candies
- Liberty Chocolate Co.
- Savannah Confectionery Co.
- Ambrosia Chocolate Co.
- Shepe-Williams Candy Co.
- King Candy Co.
- Standard Candy Co.
- Marlon Confections Corp.

★ **REGAL MFG. CO.** 3203-05 ELSTON AVE. CHICAGO 18, ILLINOIS ★



M. V. GIRKINS (top, left) is named director of sales in an expansion of the sales department of the Lynch Corporation, Package Machinery Division, announces M. H. Pendergast, general manager. T. C. Werbe, Jr., (lower left) is appointed sales manager. M. J. Czarniecki is named resident west coast sales engineer, and W. E. Girkins (lower right) is named resident east coast sales engineer.

• **Royal Metal Manufacturing Co.:** An increase of schedule to a bi-weekly presentation is announced for the firm's "Invitation to Speak" column currently appearing in two newsmagazines.

• **S. B. Penick & Co.:** Francis J. Reid is named executive vice-president of the New York Quinine & Chemical Works, Inc., newly acquired subsidiary.

• **Monsanto Chemical Co.:** The Western Division announces plans to install a small plant at Decatur, Ill., and moving to that city a portion of the firm's Portsmouth, Va., operation which manufactures glues and adhesives.

• **NCA Chicago Meeting:** Oscar Trudeau, president of Trudeau Candies, St. Paul, is named national chairman for the Council on Candy. Irvin Shaffer, Maillard Corp. New York, is named vice-chairman. Council's budget for first six months was set at \$190,000 as compared with \$231,000 in like 1947 period. Continuation of the Council's educational and sales promotional efforts in 1948 was also voted. Establishment of a confectionery research program and a research project advisory committee were also discussed at the Palmer House meeting of NCA's research committee, of which John Henry, DeWitt P. Henry Co., Inc., Philadelphia, is chairman. Herman L. Heide, of Henry Heide, Inc., New York, presented a comprehensive analysis of the general agreement on tariffs and trade concluded by the U. S. and 22 other countries at Geneva, Switzerland.

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Territory: New England

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Confectionery Broker
"A Good Candy Man"
P. O. Drawer 138
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Manufacturer Representation featuring Bulk
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28 Years Experience
Territory: Pa. & W. Va.

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WM. E. HARRELSON

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DAYTONA BEACH, FLORIDA
Covering the State of Florida. Active coverage
every four weeks on limited line of top-quality
food and candy specialties

HUBERT BROKERAGE COMPANY

Candy and Allied Lines
3 Salesmen
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for 20 years

JOHNSON & SAWYERS

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JACKSONVILLE 2, FLORIDA
Confections & Allied Lines
Terr.: Ga., Fla., & Ala.

A. CARY MEARS

Candy and Specialty Items
P. O. Box 2476
GREENSBORO, NORTH CAROLINA
Terr.: Va., W. Va., No. & So. Caro.

South Atlantic States (Contd.)

ROY E. RANDALL

Manufacturers' Representative
P. O. Box 605—Phone 7590
COLUMBIA, SO. CAROLINA
Terr.: N. & S. Carolina. Over 25 yrs. in area

SOX & ROBB

Manufacturers' Representative
Box 605
COLUMBIA, S. C.
Terr.: So. & No. Carolina
Over 16 years

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Box No. 1202
HUNTINGTON 14, WEST VA.
Candy, Marbles, School Tablets, Wax
Papers, Stationery, Napkins
Terr.: W. Va. & Eastern Ky.

W. M. (BILL) WALLACE

W. A. (BILL) HANDLEY
Candy and Specialty Items
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DECATUR, GEORGIA
Terr.: Ga. & Fla.—Thorough Coverage

East No. Central States

EDWARD A. D. (Candy) BARZ

P. O. Box 395—LA PORTE, IND.
P. O. Box 512—OAK LAWN, ILL.
Covering Ill., Ind., Mich., Ohio, Ky.,
and W. Va.

H. K. BEALL & CO.

308 W. Washington St.
Phones RANDOLPH 1618-1628
CHICAGO 6, ILLINOIS
Territory: Illinois, Indiana, Wisconsin
25 years in the Candy Business

COLEMAN-SMITH BROKERAGE COMPANY

Formerly P. L. South Company
Confectionery Brokers
"Our Principals Are Our Recommendations"
Complete Wholesale and Retail Coverage
for the State of Indiana
702 Odd Fellow Bldg. Phone Franklin 8492
Indianapolis 4, Indiana

CHARLES R. COX COMPANY

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SANDUSKY, OHIO
Territory: Ohio, Michigan, and Indiana

ROGER ETTLINGER

Phone UNiversity 2-6737
18300 Pennington Avenue
DETROIT 21, MICHIGAN
Terr.: Entire state of Michigan

M. H. GALFIELD COMPANY

225 E. Detroit St.
MILWAUKEE 2, WISCONSIN
Terr.: Wis., upper Mich. & N. Ill.
(Only reliable accounts solicited)

WALTER M. GREESON CO.

101 Smith Street
FLINT 3, MICHIGAN
"We Are At Your Service Always—
And All Ways"
Terr.: Michigan. Estab. Since 1932

BERNARD B. HIRSCH

229 E. Wisconsin Ave.
MILWAUKEE 2, WISCONSIN
Terr.: Wis., Ia., Ill. (excluding Chicago)
Mich. (Upper Penn.)

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East No. Central States (Contd.)

JERRY HIRSCH
Candy & Specialty Items
823 N. Lamon Avenue
CHICAGO 51, ILLINOIS
Terr.: Wis., Iowa, Mich.

DONALD A. IKELER
2029 E. Main Street
KALAMAZOO, MICH.
Territory: Michigan

HARRY KISSINGER
Candy—Novelties—Specialties
3846 McCormick Ave.—Phone Brookfield 9691
HOLLYWOOD, ILLINOIS
Terr.: Ohio, Mich., & Ind.

HARRY LYNN
Candy Manufacturers' Representative
1511 Hyde Park Boulevard
CHICAGO 15, ILL.
Terr.: Chicago, Milwaukee, Ill., Ind., S. Wis.

G. W. McDERMOTT
100 North Raymond St.—Phone 382
MARINETTE, WISCONSIN
Terr.: Wisc. & Upper Mich.—covered every five weeks

WM. C. MITHOEFER
6210 Tyne Avenue
CINCINNATI 13, OHIO
We specialize in cigars, candies, specialties and novelties

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Non-competitive lines only
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Terr.: Wisconsin & Upper Penn. of Mich.

JACK WILSON PEIFFER
Manufacturers' Representative
54 W. Burton Place
CHICAGO 10, ILL.

ARTHUR H. SCHMIDT CO.
524 Rockefeller Building
CLEVELAND 13, OHIO
Terr.: Ohio. Member Nat'l. Conf. Salesmen Ass'n. Buckeye Candy Club

SOMMER & WALLER
Manufacturers' Representative
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CHICAGO 18, ILLINOIS
Serving Metropolitan Chicago Sales Area for 25 Years

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Phone TRIangle 1265
7943 So. Marshfield Ave.
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Terr.: Chicago, Greater Chicago radius incl. Milwaukee, Wis.

C. H. THOMPSON
1421 Siasbee St., S. E.
GRAND RAPIDS 6, MICHIGAN
Territory: Michigan only

WAHL BROKERAGE
Manufacturers' Representative
3813 N. Cramer St.
MILWAUKEE 11, WISCONSIN
Terr.: Mich., Ind., Ill., Wis., part of Iowa and Minn.

WALTERS & COMPANY
Complete Brokerage Service
2407 N. Meridian Street
INDIANAPOLIS 4, INDIANA

East No. Central States (Contd.)

W AND W SALES
1627 West Fort Street
DETROIT 16, MICHIGAN
Covering Michigan Completely
With Quality Merchandise
Al. Willford

R. L. YATES
Candy Manufacturers' Representative
P. O. Box 82, College Park Station
DETROIT 21, MICHIGAN
Phone DA 6227
Territory: Michigan

East So. Central States

FELIX D. BRIGHT
Candy Specialties
P. O. Box 177—Phone 8-4097
NASHVILLE 2, TENNESSEE
Terr.: Kentucky, Tennessee, Alabama, Mississippi, Louisiana

J. L. FARRINGER
-1900 Cedar Lane, Phone 8-8470
NASHVILLE 2, TENNESSEE
Established 1924
Terr.: Tenn., Ky., & W. Va.

PAUL JOHNSON AND CO.
Manufacturers' Representatives
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CAMPBELLVILLE, KY.
Candy, Crackers, Cookies, Cigars, and Specialty Items
Terr.: Ky. and Tenn.

West No. Central States

GEORGE BRYAN BROKERAGE CO.
410 Walnut Bldg.
DES MOINES 9, IOWA
Consistent and thorough coverage of whole-sale candy and tobacco, wholesale grocery, chain store trade in central, eastern Iowa

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Candy Broker
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Terr.: Minn., N. & S. Dak.—Special attention given to Twin City trade

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Manufacturers' Representative Since 1930
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Terr.: Minn., N. D., S. D., W. Wis.

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We specialize in candy and novelties.
Terr.: Mo., Ill., and Kan.

LEON K. HERZ
1290 Grand Ave., Emerson 7309
ST. PAUL 5, MINN.
Terr.: Western Wis., Minnesota, North and South Dakota

HUTCHINS BROKERAGE CO.
218 Third Ave., N.
MINNEAPOLIS 1, MINNESOTA
Terr.: Minneapolis and Adj. Terr.

THE ADOLPH MERTENS CO.
P. O. Box 433, Davenport, Iowa
MANUFACTURERS' REPRESENTATIVES
CANDY & SPECIALTIES
Serving the State of Iowa,
Western Neb. and Ill. border towns

West N. Central States (Contd.)

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Foods—Confections
Institutional Products
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DULUTH 3, MINNESOTA
Terr.: No. Mich., No. Minn., No. Wis., Lakes Area

O. W. TAYLOR BROKERAGE CO.
(Resident Salesman in Colorado Springs)
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N. VAN BRAMER SALES CO.
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Territory: Minn., N. Dak., S. Dak., Ia., Neb.
Coverage every six weeks
Resident Salesman in Omaha, Neb.

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Phone: Main 3253
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J. J. BOND & COMPANY
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FORT WORTH 7, TEXAS
Territory: Texas, Okla., & N. M.

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Merchandise Brokers
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SHREVEPORT, LA.
Terr.: La., Ark., & E. Texas

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Broker & Agent
BATESVILLE, ARKANSAS
Candy - Novelties - Specialties
Terr.: Arkansas—Accounts solicited

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E. G. ALDEN & COMPANY
Box 5014 Term. Sta.—Phone Lakewood 599W
DENVER 17, COLORADO
John Alden traveling—Colo., Wyo., Mont., and Western Nebraska

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Confectionery & Food Products
SALT LAKE CITY, U.—BOISE, IDA.
Terr.: U. & Ida., with contiguous sections of adjoining states.

CAMERON SALES COMPANY
5701 East Sixth Ave.
DENVER 7, COLORADO
Candies and Allied Lines
Terr.: Colo., Mont., Idaho, Utah, N. Mex.

T. J. LANPHIER COMPANY
Confectionery and Food Products
BILLINGS BUTTE GREAT FALLS
(General Office)
Territory: Montana & Northern Wyoming
Established 1907

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313 East Catalina Drive
PHOENIX, ARIZONA
Frequent and Intensive Coverage
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CONFECTIONERY BROKERS

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Confectionery and Novelty Items
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Complete coverage of all wholesale chain
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and Northern Wyoming.

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"Serving the State of Arizona"

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1340 E. 6th Street
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383 Brannan Street
SAN FRANCISCO 7, CALIF.
Territory: State of California

BELL SALES COMPANY

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Candy & Food Specialties
Terr.: Calif., Reno, Nev., Hawaiian Islands

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637 S. Wilton Place—Phone Federal 6028
LOS ANGELES, CALIF.
Territory: Pacific Coast
Our 28th Year in Candy and Food Field

CARTER & CARTER

Confectionery Mfr's. Agents. Established
with Industry since 1901.
91 Connecticut St.—Phone: Main 7852
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Terr.: Wash., Ore., Utah, Ida., Mont.,
Nev., Wyo.

Pacific States (Contd.)

MALCOLM S. CLARK CO.

1487½ Valencia St.—No. Cal.; Nev.; & Hawaii
SAN FRANCISCO 10, CALIF.
923 E. Third St.—Southern California
LOS ANGELES 13, CALIF.
1238 N.W. Gilsan—Oregon
PORTLAND, OREGON
915 Terminal Sales Bldg.—Wash., N. Idaho
SEATTLE 1, WASH.
3621 Nations Ave.—Ariz., New Mex., W. Texas
EL PASO, TEXAS

DICKENSHEETS-POTTER CO.

1306 N. W. Hoyt Street
PORTLAND 9, OREGON
Candy, Confections and Allied Lines
Terr.: Ore., So. Wash., W. Idaho

J. RAY FRY & ASSOCIATES

420 Market St.—Phone Garfield 7690
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Terr.: Calif., Ore., Wash., Mont., Ida.,
Utah, Wyo., Nev., Ariz.

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Personal contacts with chains, jobbers, syndi-
cates & dept. stores throughout Calif., Ore.,
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742 S. W. Vista Avenue—Phone: ATwater 5800
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Territory: Oregon, Washington & Idaho

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739 Market St.—Tel. Garfield 7354
SAN FRANCISCO 3, CALIF.
Terr.: 11 Western States, Army & Navy, Ex-
port Wholesale Jobbing and Retail coverage
for Quality Manufacturers.
Offices, S.F.—L.A.—Portland—Honolulu
Established 1925
Sidney H. Kessler—Theodore D. Kessler

Pacific States (Contd.)

I. LIBERMAN

SEATTLE 22, WASHINGTON
Manufacturers' Representative
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HARRY N. NELSON CO.

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Established 1906. Sell Wholesale Trade Only.
Terr.: Eleven Western States

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302 Terminal Sales Building
SEATTLE, WASH.
Territory: Wash., Ore., Ida., Mont.
Over 20 years in this area.

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Terr.: Ore., Wash., W. Idaho

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(20 minutes from Los Angeles)
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and China. Established since 1932.

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competitive with present lines.

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315 West Ninth St.—Phone: Trinity 7159
LOS ANGELES 15, CALIFORNIA
Terr.: Calif., Ore., Wash., Hawaii & Export

• **NCWA Elections:** State councilmen of the National Candy Wholesalers Ass'n., Inc., have been named in 32 states in which by-mail elections have been concluded, reports NCWA. Runoff elections are still in progress in various states. New and re-elected state councilmen for NCWA's 12 regions follow:

Region 1—Connecticut: Anthony R. Natri, Natri Bros., Inc., Watbury, reelected. Maine: Edward P. Kaprow, Bangor Candy Co., Bangor. Massachusetts: Henry C. Wiltshire, Cambridge Supply House, Inc., Cambridge, reelected. New Hampshire: A. F. Gurnsey, N. G. Gurnsey & Co., Keene, reelected. Rhode Island: no candidates. Vermont: Ira M. Carr, Lander-Carr, Montpelier.

Region 2—New Jersey: Norton Singer, Singer Bros., Inc., Jersey City, reelected. New York: Walter E. Bates, Wald-Bates Candy Co., Utica, reelected.

Region 3—Ohio: F. J. Swartz, J. V. Swartz Co., Akron. Pennsylvania: runoff between Wm. E. Lykens, Bone-Nagle & Co., Reading, and J. Knox McConnell, McKeesport, in progress.

Region 4—District of Columbia and Delaware: no candidates. Maryland: John H. Wolsh, The John H. Wolsh Co., Cockeysville. Virginia: Ferdinand Munden, Hampton Roads Cigar Co., Norfolk. West Virginia: Ben Craig, Ashton-Crowley Co., Charleston.

Region 5—Alabama: runoff between Harold McGlynn, Minshaw Candy Co., Inc., Montgomery, and W. H. Striplin, Birmingham, in progress. Florida: J. N. Anderson, Jr., Eli Witt Cigar and Candy Co., Gainesville. Georgia: Philip Tenenbaum, Tenenbaum Bros., Atlanta. North Carolina: C. Ruth

Hamrick, Kendall Medicine Co., Inc., Shelby. South Carolina: runoff in progress between Leney Orr, Thomas & Howard Co., Spartanburg, and S. A. Templeton, Cozby-Templeton Co., Greenville.

Region 6—Arkansas: Lloyd Richards, Twin City Candy Co., North Little Rock. Kentucky: Sidney Grossman, Linker Cigar Co., Louisville. Louisiana: J. Leslie Badeaux, Edward Badeaux Co., Thibodaux, reelected. Mississippi: Bob Lambert, Lambert-Emmerich, Jackson. Tennessee: Three-way tie being runoff between S. M. Bradley, S. G. Bradley & Sons, Nashville; P. C. Rhea, Rhea Wholesale Co., Dyersburg; and H. A. Tiller, H. A. T. Food Products Co., Knoxville.

Region 7—New Mexico: Harvey Thiele, Harvey Thiele Co., Santa Fe. Oklahoma: Ben Klusmeyer, Associated Sales Co., Oklahoma City. Texas: C. W. Berry, Berry Candy Co., Tyler.

Region 8—Arizona: Frank B. Losee, Upton's Ice Cream & Candy Co., Phoenix. California: Andrew W. Judy, Judy Wholesale Distributor, Fresno. Nevada: no candidates. Utah: E. J. Jensen, W. F. Jensen Candy Factory, Logan, reelected.

Region 9—Idaho and Wyoming: no candidates. Montana: Ray Schriener, Sweetheart Candy Co., Billings. Oregon and Washington: incomplete.

Region 10—Iowa: Robert P. Bell, Belden Hill Cigars, Cedar Rapids. Minnesota: Frank G. McFadden, McFadden-Lambert Co., St. Paul, reelected. North Dakota: Robert McDonald, Sweetheart Candy Co., Minot. South Dakota: no candidates.

Region 11—Colorado: no candidates. Kansas: Gene Green, Gene Green Wholesale Co., Olathe. Missouri: Ira C. Napper, Mills-Napper Co., Malden, Mo. Nebraska: W. H. Karnett, Karnett Cigar Co., Omaha.

Region 12—Indiana: George Wiemuth, Pool-Arnold & Co., Valparaiso. Illinois, Michigan, and Wisconsin: incomplete.



The MANUFACTURING CONFECTIONER'S

Clearing House



BUSINESS FOR SALE

For Sale: Small established candy factory in south central Michigan. Ideally located in hub of several large size cities. Complete set-up for starch work, table work, and enrober, on a production basis. Owner will sell part interest to acceptable party, or will sell entire business. Box C-1171, **The Manufacturing Confectioner**.

For Sale: 6 room home, candy factory (wholesale), equipment & stock, 1800 sq. ft. floor space. Large lot in nice residential section. Located in Central Florida. \$18,500 cash. For full information write Mack Candy Co., Ocala, Fla.

Candy Plant For Sale: Established wholesale and retail following. Excellent Manhattan location, with large front, busy retail store, affording exceptional possibilities. Manufacturing better-type chocolates; capable producing approximately 3000 lbs. daily. Modern equipment, chocolate enrober; air-conditioning. Retiring, will sacrifice. Box A-186, **The Manufacturing Confectioner**.

MACHINERY FOR SALE

Equipment for Sale: New Friend Machine; latest laboratory model. Alice Best Candies, 83 E. Laurel St., Phila. 23, Pa.

Equipment for Sale: Two 16" enrobers and one 24" National enrober. Excellent condition. Box A-1814, **The Manufacturing Confectioner**.

For Sale: 1 used 50-ton York Ice Machine. Serial No. 32035, cylinder size 10 x 10, V belt drive with 16 V belts, 75 horsepower, General Electric motor, reconditioned within last year. Box A-182, **The Manufacturing Confectioner**.

For Sale: 1 100-ton Ammonia Condenser and Water Chiller, Trane equipment. Practically new. In service less than one year. Box A-183, **The Manufacturing Confectioner**.

For Sale: Immediate delivery 1 model FA-Q Package Machinery Wrapping Machine complete with motor, heat seal unit, rollfeed and electric eye. Will wrap box up to 14" x 5" x 6". In excellent working condition. \$3500. Available for immediate inspection. Box A-184, **The Manufacturing Confectioner**.

Equipment for Sale: 1-80 gal. Marshmallow Beater. 2-110 gal. Marshmallow Beaters. 1-2000 lb. National Chocolate Melter. 1-600 lb. National Chocolate Melter. 2-300 lb. National Chocolate Melters. All complete with motors and in excellent condition. 3-16" Enrobers, electrically heated, complete with motors mounted and all direct drive. Excellent condition. All the above available for inspection and immediate delivery. Not to be sold to dealers. Box A-188, **The Manufacturing Confectioner**.

MACHINERY FOR SALE (Contd.)

Equipment for Sale: In good working order. Simplex Steam Vacuum Cookers complete. Simplex Gas Fire Cookers with extra stoves and kettles. 4 100 gal. steam kettles, 125 lb. steam pressure. 20 cooling slabs. 1 Baker Cylindrical Cooker with revolving cold slab for receiving sugar. 1 Werner Fully Automatic Ball Machine. Prompt delivery. Box A-187, **The Manufacturing Confectioner**.

For Sale: 2 pulling machines (1 100 lb. batch puller, 1 50 lb. batch). 2 cooling tables. 1 conveyor system. 1 mint machine for retail manufacturers. 3 long taffy machines (2 Package Machinery, 1 Ferguson & Haas). 3 Model KH kiss wrapping machines, all Package Machinery. Box 120, Wildwood, N. J.

Equipment for Sale: (One) Six pot steam heated cream dipping table completely piped and insulated with asbestos covering, pots 9½" x 4½", splendid condition. (Eight) Revolving 38 inch pans, plain, ribbed, steam coils. (One) Mills motor driven nougat cutting machine. (One) 16-inch enrober without tunnel. (One) Hildreth 2 horsepower motor driven 125 lb. pulling machine, form 3, No. 1178. (One) Cookie stacking machine. (One) 30 inch exhaust fan, pulley driven. Runkle Company, Kenton, Ohio.

Chocolate Mill: 4 Roll Buhler Chocolate Mill, 29" wide. Marlon, 321 W. 54th St., New York City.

For Sale: One Dubin Hydro-Lift fire mixer and two kettles. Box A-1817, **The Manufacturing Confectioner**.

MACHINERY WANTED

Wanted: Werner, one or two cylinder beater. State condition and price. Box D-1171, **The Manufacturing Confectioner**.

Wanted: Werner Peerless Syrup Cooler, 600 or 1000 pounds capacity. Box C-1271, **The Manufacturing Confectioner**.

WANTED YOUR IDLE MACHINERY WILL BUY FROM SINGLE ITEMS TO COMPLETE PLANTS

URGENTLY WANTED: Copper Coating Pans and Vacuum Pans; Tablet Machines; Dryers and Mixers; Jacketed Copper and Aluminum Kettles. Describe fully and quote prices.



**CONSOLIDATED
PRODUCTS COMPANY, INC.**

15-21 PARK ROW NEW YORK 7, N. Y.

MACHINERY WANTED (Contd.)

GET MORE FOR YOUR SURPLUS EQUIPMENT

List it with our bureau
And Sell Directly to the next user.
All Candy Manufacturers Get Our Offerings
Regularly. They need such units as
• VACUUM COOKERS • ROLLER REFINER MILLS
• HARD CANDY PROCESSING EQUIPMENT
• PACKAGING EQUIPMENT
• CHOCOLATE MELTING KETTLES
• GENERAL CONFECTIONERY EQUIPMENT
or what have you to sell?

For Quicker Action and Better Prices
Send Full Details and YOUR Price to

EQUIPMENT FINDERS BUREAU

6 Hubert Street

New York 13, N. Y.

Wanted: We want N. E. Depositors, Kiss Machines, Pullers. Highest prices paid. Send full particulars. Box A-1812, **The Manufacturing Confectioner**.

SALES LINES OFFERED

Wanted Brokers: Well acquainted with institutional jobbers, to represent old line manufacturer of quality Salad Dressing with a better price than any manufacturer in the states. Kuykendall's, Since 1919, Paris, Texas.

Attention Brokers: Manufacturer of a Really Good Vanilla Wafer packaged in 10c cellophane packages, and a big 5c Marshmallow Pie, desires aggressive representatives. Kuykendall's, Since 1919, Paris, Texas.

Brokers Wanted: Do you need a big 1c and 5c Stick Candy in Peppermint and Peanut Butter? Our Stick Candy is pre-war size and quality. (We did not manufacture any candy during the war years.) Kuykendall's, Since 1919, Paris, Texas.

Wanted: Brokers or salesmen for selling chewing gum novelties. Commission basis. Please state territory, present lines carried. Box A-1811, **The Manufacturing Confectioner**.

SALES LINES WANTED

Wanted: Line of flavoring and extracts for bakeries and ice cream manufacturers. Box B-184, **The Manufacturing Confectioner**.

Widely experienced Ohio-Michigan broker covering complete confectionery wholesale trade. Will represent responsible manufacturers. Write Box B-182, The Manufacturing Confectioner.

Wanted: Candy and allied lines for the State of Calif. by established brokerage firm. 3 salesmen cover state every 4 weeks. Address: Brokerage, 5610-12 S. Western Ave., Los Angeles 37, Calif.

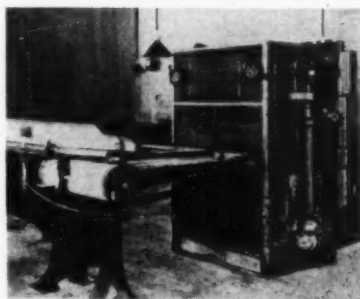
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Profitably and Efficiently
Plan
Next Season's Production!

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Confectionery Machinery
Established 1913



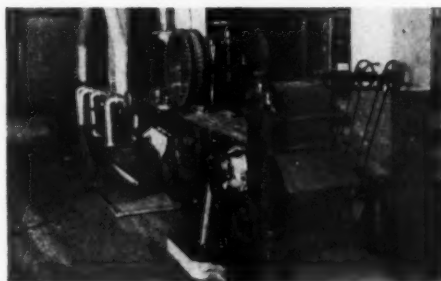
More than 5000 Modern Machines in Stock-

... Ready to Serve You and Produce Profits! *Immediate Deliveries*



24" and 32" Size
National Equipment Enrobers
with Automatic
Temperature Controls

... We Have Everything
in Confectionery Machinery - - -
All Types - - - All Sizes to Make
All Kind of Candy



Berton
Hansella
Automatic Plastic
Hard Candy Machine

Order Today By Mail or Wire

From Union Confectionery's Large Stock of guaranteed rebuilt equipment, it is certain we have the exact type and size machines you contemplate installing. Don't delay . . . Act at once!

—Available Immediately

PREMIUM PRICES

PAID FOR YOUR USED MACHINERY

—whether machine, department or complete unit. Write or wire collect giving details. Substantial cash offer will promptly follow.

—Sell While Prices Are High!



National Equipment Continuous Cooker

UNION CONFECTIONERY MACHINERY CO., Inc.

318-22 Lafayette St.

Cable Address:
"CONFECMACH"

New York 12, New York

SALES LINES WANTED (Contd.)

Wanted: Candy and allied lines on brokerage basis for wholesale jobbing and chain trade in Virginia and the Carolinas. Box C-181, **The Manufacturing Confectioner**.

Wanted: Candy and allied lines for the State of Texas, by established broker. Box K-371, **The Manufacturing Confectioner**.

Wanted: Candy and allied lines. We have 20 years sales experience in same territory of Florida, Georgia and Alabama. 3 salesmen. Hubert Brokerage Company, 210-211 Candler Bldg., Atlanta, Georgia.

POSITIONS WANTED

TROUBLE—

That is our specialty. Let us help to work out your difficulty. We are practical men in key positions. Wholesale or retail, production problems or formulas. We have the necessary experience to be of service in either branch. Moderate rates. Candy Specialty, 583 E. 161st St., New York, N. Y.

Position Wanted as foreman for starch department in vicinity of Chicago or on West Coast. Make all kinds of cream centers, jellies, marshmallows and other soft goods. 30 years experience. Age 47. Married. Can furnish best of references. Box A-1810, **The Manufacturing Confectioner**.

First Class enrober operator available immediately. 18 years experience. Write Box B-181, **The Manufacturing Confectioner**.

Opportunity Wanted: College grad. female. Foods Chemistry. 15 years experience in food and candy. Prefer candy. Qualifications: food and candy raw material purchasing, production planning, cost accounting, packaging, quality control. Will consider only established well-financed firm. Box B-183, **The Manufacturing Confectioner**.

Candy Maker: All around first class retail candy maker. 27 years experience, 43 years old. At present position 10 years. Best references. Will go anyplace. Box A-181, **The Manufacturing Confectioner**.

HELP WANTED

Flavor Salesman to call on ice cream, confectionery and bakery manufacturers in Illinois. Prefer man who has worked in or with ice cream or confectionery manufacturers and has a wide acquaintance with them. Expenses, salary and commission. Our salesmen know of this. Box A-1815, **The Manufacturing Confectioner**.

Wanted: By candy company established 40 years in Chicago, man experienced in charge of production. Must have knowledge of all types candy, chocolates, etc. In reply please state age, experience, and salary desired. Box A-189, **The Manufacturing Confectioner**.

CHOCOLATE MAN

FOR CHICAGO manufacturing confectioner with national distribution. Highest salary and fine opportunity for advancement. Permanent position for man with experience in handling chocolate and operation enrobers. In reply state age, experience and former employers. Replies kept in confidence. Box A-185, **The Manufacturing Confectioner**.

HELP WANTED (Contd.)

SUPERINTENDENT

SPLENDID OPPORTUNITY in the West for man experienced in the manufacture of high quality package chocolates who is now holding position as Assistant Superintendent or Superintendent to take over position in our package goods factory. State salary expected, previous experience and places worked in past ten years. Box TF-1271, **The Manufacturing Confectioner**.

Very Attractive opening for assistant superintendent candy plant in the South specializing penny candies, 5c bars and bag candies. When replying give full information including age, experience, past connections, and salary expected. All replies absolutely confidential. Box A-1813, **The Manufacturing Confectioner**.

--CANDY--

HARD CANDY FOREMAN to take charge Department making filled and hard candies. State age, experience, salary, when available. School House Candy Co., 291 Charles Street, Providence, Rhode Island.

HELP WANTED (Contd.)

Wanted: Pan man conversant with all kinds pan work, especially finishing. Must have had years of experience with legitimate house, and willing to leave town. Write or wire Novelty Peanut Co., Dallas, Texas.

Wanted: A Chicago manufacturer wants sales and factory executive for a well established hard candy manufacturing business. This is a good opportunity for a competent and energetic executive with both manufacturing and selling experience. We want a man to take full charge of operations and will pay substantial salary to a well qualified man. Give full details. All replies will be confidential. Box A-1816, **The Manufacturing Confectioner**.

MISCELLANEOUS

For Sale: 2000 lbs. of extra fancy New Orleans molasses 9c per lb. Will sell all or part. Candy Craft, 510 E. Jefferson St., Springfield, Ill.

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CLASSIFIED ADVERTISING For the Convenience of Our Readers

The Manufacturing Confectioner's classified section is designed to aid candy men in obtaining or disposing of used equipment, services and miscellaneous items. You will find that it pays to read and use the classified section.

In replying to classified ads with box numbers, please address letters to: Box Number, **The Manufacturing Confectioner**, 400 W. Madison St., Chicago 6, Ill.

Classified rates are 35c per line or 70c per line for bold face type. If special type sizes, extra white space or borders are desired, rates are \$6 per column inch for one insertion or \$5 per column inch for two or more insertions. Classified rates are not subject to advertising agency discounts.

THE MANUFACTURING CONFECTIONER

400 W. Madison Street

Chicago 6, Illinois

Confectionately Yours

CANDY SOLOMON: Wise King Solomon and his baby-splitting jurisprudence have nothing on Chicago's Judge Joseph Sabath. Veteran of the "Windy City's" divorce bench, Judge Sabath keeps a "candy store" supply of hard candies, stick candy, and lollipops in his court. The confections he gives away to the kids of parents telling him their troubles.

Many years ago the judge started this practice. Idea was to divert attention of the kids of fighting parents away from the bickering, screaming and sobbing of their elders during the divorce hearings. Nine times out of 10 it works.

The other day, however, an overzealous lady bailiff almost stymied the smooth working system, it appears. In the front row of the courtroom sat a four-year old boy. Judge Sabath held up a stick of peppermint candy, signaled the boy to come up to bench and get it. The eager boy got about half way to the judge's bench, when the lady bailiff intercepted him. Seems the lady bailiff was new and unfamiliar with the judge's candy custom. After all, a courtroom is a courtroom.

Judge Sabath tried again. So did the boy. Again, though, the lady bailiff won out. Instead of the candy, the boy got a warning applied to the back of his lap. In addition, the courtroom snickered.

As the plot thickened to this stage, Judge Sabath out-manuevered Solomon and the lady bailiff. Summoning the bailiff, he handed her two luscious sticks of peppermint. One, he said, was for the boy; the other for her. Milady Bailiff's face grew as red as the peppermint stick, our courtroom confidant reports, and she quickly hid same in her uniform pocket.

* * *

OPERATION BOMBA: To Antonio Barrera, importer in Caracas, Venezuela, recently was aircexpressed 17,385 pounds of "Yank's" bubble gum—a new record, Pan American World Airways interpolates, for international shipments in the confectionery line. The "Bomba Yanks" as the gum is known in Venezuela, totals 579,500 pieces. On the basis of a six-inch bubble's being about par for a normal wad of bubble gum, the shipment would make a nifty bubble 538 feet in diameter, the airline's engineers tell us.



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Industry's Enterprise vs. Cocoa Problems

WITH COCOA BEAN prices zooming some 900 per cent over prewar levels and the nickel chocolate bar labeled by economics writers as another "vanishing Americanism" for 1948, the confectionery industry is once again enterprisingly planning answers to an involved ingredient problem, in what The Wall Street Journal terms a "little industrial revolution."

New streamlined machinery that speeds output and helps slash costs is an industry-wide trend in the "battle of the beans." Some of the representative firms included in this modernizing drive, for example, are: Hershey Chocolate Corp.; Peter Cailler Kohler Swiss Chocolate Co.; Loft Candy Corp.; Mason, Au & Magenheimer Conf. Mfg. Co.; Peter Paul, Inc.; Huyler's, Inc.; and Stephen F. Whitman & Sons, Inc.

Indicative of the trend are the new techniques and equipment at Hershey Chocolate Corp. Over a year ago Hershey's engineers studied the problem of devising a machine that would produce chocolate bars faster and cheaper. As a result the firm's new equipment is producing 30 per cent more bars on 20 per cent less floor space. Per-unit labor requirements have been cut over 60 per cent; three workers are now required instead of nine. And the equipment is yielding \$1.30 of production value where the old yielded but \$1.

Electronic Controls Engineered

Speedup of operations, in fact, was so pronounced with this new system that more minute chocolate temperature controls were also necessary. An electronic control system was engineered. It measures the magnitude of temperature changes, receives and registers them, and operates apparatus to keep the temperatures constant within the necessary half-degree variation. These controls function throughout an entire chocolate bar-making unit.

The firm has 35 bar-making units. Five are the new streamlined types. Each is 185 feet long and five feet wide. Others are "coming"; delivery is still in the "wait-wait" stage. Of the three workers who take the place of the former nine, one watches at the point where chocolate is automatically deposited in the molds; the two others watch at the "shaker table," where the bars—still in liquid form—receive hundreds of short, sudden shakes per minute to level the chocolate and settle it to the desired bar size.

In addition to its development of such streamlined equipment and production techniques, the industry has also further accepted the challenge of kited prices and subnormal supplies by embarking on a long-range planning program. Seeking to stimulate the production of cocoa by education and other means, the Association of Cocoa and Chocolate Manufacturers, the Cocoa Merchants Ass'n, and the Cocoa Exchange commendably announced the second anniversary of their American Cocoa Research Committee with consummation of plans establishing scholarships with the Inter-American institute of Agricultural Sciences, sponsored by the Pan

American Union, in its experimental station at Turrialba, Costa Rica.

The scholarships will be open to students from all nations, and the committee's \$50,000 grant is the first step in the long-term program to expand cocoa production on a world-wide basis, says Clive C. Day, ACRC chairman. Recognizing that the lack of properly trained agronomists in cocoa bean growing has been a serious detriment to production of raw cocoa, the program will study methods of combating pests and scourges such as Witches' Broom, which has taken a heavy toll of many crops. The students will also study processing and marketing procedures to help farmers produce cocoa beans at a fair margin of profit. The ACRC also hopes to encourage new cocoa growth in areas where the highest potential has not as yet been attained: Brazil, Venezuela, Ecuador, Mexico, and Santo Domingo. Panama, Costa Rica, Nicaragua, and Cuba—which produce minute quantities—will also be invited to send students to help increase their crops. Leonard Schwarz, a world authority on cocoa horticulture, is directing the research program.

Meantime, in Washington, D.C., testimony before the Joint Committee on the Economic Report, well indicates why manufacturing confectioners are now having this additional ingredient headache.

Opposing any government fixing of margins on futures trading in cocoa, George C. Schutte, president of the New York Cocoa Exchange, asserted monopolies of the United Kingdom and of Brazil had been instrumental in driving spot cocoa up to 54 cents a pound during November. General price increases, inflationary conditions here and abroad, and demand exceeding supply were all termed other factors.

Largely to blame for current high cocoa prices, said Isaac Witkin, former president of the exchange, is a British government cartel. Mr. Witkin estimated that the two British government corporations handling all west Africa cocoa sales—55 per cent of world supply—would make between \$150,000,000 and \$200,000,000 during 1947, if they disposed of the balance of their crop. In 1946 the two corporations made \$50,000,000, he stated. The two corporations pay about 18 cents a pound, including shipping costs, and are selling at better than 40 cents a pound, he also estimated.

Stating that, at reasonable prices, the world could use about 850,000 tons, Mr. Witkin also asserted the British are holding down production. Prewar production, he pointed out, ran about 725,000 tons annually. Production in 1946 was 625,000 tons. Production estimated for 1947 was about 650,000 tons.

With the entire current production of cocoa allocated by the International Emergency Food Council, and the U.S. normally consuming about 42 per cent of world production, this country received 268,000 tons, says ACRC, which was "far short of its needs." The big boost in consumption outside the U.S. was due to efforts to feed Europe's starving millions. Cocoa is almost universally featured in special food packages because of its high caloric content and energy-giving power.



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